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February 02, 2005

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APPLICATION NUMBER: *60/533,343*
FILING DATE: *December 30, 2003*
RELATED PCT APPLICATION NUMBER: *PCT/US04/43982*

Certified by

Jon W. Dudas

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for Intellectual Property
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60/533343

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PROVISIONAL APPLICATION FOR PATENT COVER SHEET

This is a request for filing a PROVISIONAL APPLICATION FOR PATENT under 37 CFR 1.53 (c).

INVENTOR(S)		
Given Name (first and middle [if any])	Family Name or Surname	Residence (City and either State or Foreign Country)
Charles F.	Bacon	Evergreen, Colorado

☐ *Additional inventors are being named on the _____ separately numbered sheets attached hereto*

TITLE OF THE INVENTION (500 characters max)

COMPLEX EMERGENT ASSESSMENT AND ADAPTIVE BENCH MARKING OF ENTERPRISE ANALYSIS

Direct all correspondence to: CORRESPONDENCE ADDRESS

☒ Customer Number 28286

OR

☐ Firm or Individual Name					
Address					
Address					
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ENCLOSED APPLICATION PARTS *(check all that apply)*

☒ Specification *Number of Pages* 54 ☐ CD(s), Number 0

☒ Drawing(s) *Number of Sheets* 0 ☒ Other (specify) Certificate of Mailing Under 37 C.F.R. 1.10; Fee Transmittal Sheet; Return Postcard

☒ Application Data Sheet. See 37 CFR 1.76

METHOD OF PAYMENT OF FILING FEES FOR THIS PROVISIONAL APPLICATION FOR PATENT

☒ Applicant claims small entity status. See 37 CFR 1.27.

☐ A check or money order is enclosed to cover the filing fees

FILING FEE AMOUNT ($)

☐ The Director is hereby authorized to charge filing fees or credit any overpayment to Deposit Account Number: _____

☒ Payment by credit card. Form PTO-2038 is attached.

The invention was made by an agency of the United States Government or under a contract with an agency of the United States Government.

☒ No.

☐ Yes, the name of the U.S. Government agency and the Government contract number are: _____.

[Page 1 of 2]

Respectfully submitted,

SIGNATURE James R Young

TYPED or PRINTED NAME James R. Young

TELEPHONE 303-447-7771

Date 12-30-03

REGISTRATION NO. *(if appropriate)* 27,847

Docket Number: Bacon-1P

USE ONLY FOR FILING A PROVISIONAL APPLICATION FOR PATENT

This collection of information is required by 37 CFR 1.51. The information is required to obtain or retain a benefit by the public which is to file (and by the USPTO to process) an application. Confidentiality is governed by 35 U.S.C. 122 and 37 CFR 1.14. This collection is estimated to take 8 hours to complete, including gathering, preparing, and submitting the completed application form to the USPTO. Time will vary depending upon the individual case. Any comments on the amount of time you require to complete this form and/or suggestions for reducing this burden, should be sent to the Chief Information Officer, U.S. Patent and Trademark Office, U.S. Department of Commerce, P.O. Box 1450, Alexandria, VA 22313-1450. DO NOT SEND FEES OR COMPLETED FORMS TO THIS ADDRESS. SEND TO: Mail Stop Provisional Application, Commissioner for Patents, P.O. Box 1450, Alexandria, VA 22313-1450.

The PTO did not receive the following listed item(s) WE Received Only 53 specification

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FEE TRANSMITTAL for FY 2003

Effective 01/01/2003. Patent fees are subject to annual revision.

☒ Applicant claims small entity status. See 37 CFR 1.27

TOTAL AMOUNT OF PAYMENT ($) 80

Complete if Known	
Application Number	Not Yet Assigned
Filing Date	Herewith
First Named Inventor	Charles F. Bacon
Examiner Name	Not Yet Assigned
Art Unit	Not Yet Assigned
Attorney Docket No.	Bacon-1P

METHOD OF PAYMENT *(check all that apply)*

☐ Check ☒ Credit card ☐ Money Order ☐ Other ☐ None

☒ Deposit Account:

Deposit Account Number: 03-1725

Deposit Account Name: Faegre & Benson

The Director is authorized to: *(check all that apply)*
☐ Charge fee(s) indicated below ☒ Credit any overpayments
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☐ Charge fee(s) indicated below, except for the filing fee to the above-identified deposit account.

FEE CALCULATION

1. BASIC FILING FEE

Large Entity Fee Code	Large Entity Fee ($)	Small Entity Fee Code	Small Entity Fee ($)	Fee Description	Fee Paid
1001	750	2001	375	Utility filing fee	
1002	330	2002	165	Design filing fee	
1003	520	2003	260	Plant filing fee	
1004	750	2004	375	Reissue filing fee	
1005	160	2005	80	Provisional filing fee	80

SUBTOTAL (1) ($) 80

2. EXTRA CLAIM FEES FOR UTILITY AND REISSUE

			Extra Claims		Fee from below		Fee Paid
Total Claims		-20** =	0	X		=	0
Independent Claims		-3** =	0	X		=	0
Multiple Dependent				X		=	0

Large Entity Fee Code	Large Entity Fee ($)	Small Entity Fee Code	Small Entity Fee ($)	Fee Description
1202	18	2202	9	Claims in excess of 20
1201	84	2201	42	Independent claims in excess of 3
1203	280	2203	140	Multiple dependent claim, if not paid
1204	84	2204	42	** Reissue independent claims over original patent
1205	18	2205	9	** Reissue claims in excess of 20 and over original patent

SUBTOTAL (2) ($) 0

**or number previously paid, if greater; For Reissues, see above

FEE CALCULATION (continued)

3. ADDITIONAL FEES

Large Entity Fee Code	Large Entity Fee ($)	Small Entity Fee Code	Small Entity Fee ($)	Fee Description	Fee Paid
1051	130	2051	65	Surcharge - late filing fee or oath	
1052	50	2052	25	Surcharge - late provisional filing fee or cover sheet.	
1053	130	1053	130	Non-English specification	
1812	2,520	1812	2,520	For filing a request for reexamination	
1804	920*	1804	920*	Requesting publication of SIR prior to Examiner action	
1805	1,840*	1805	1,840*	Requesting publication of SIR after Examiner action	
1251	110	2251	55	Extension for reply within first month	
1252	410	2252	205	Extension for reply within second month	
1253	930	2253	465	Extension for reply within third month	
1254	1,450	2254	725	Extension for reply within fourth month	
1255	1,970	2255	985	Extension for reply within fifth month	
1401	320	2401	160	Notice of Appeal	
1402	320	2402	160	Filing a brief in support of an appeal	
1403	280	2403	140	Request for oral hearing	
1451	1,510	1451	1,510	Petition to institute a public use proceeding	
1452	110	2452	55	Petition to revive – unavoidable	
1453	1,300	2453	650	Petition to revive – unintentional	
1501	1,300	2501	650	Utility issue fee (or reissue)	
1502	470	2502	235	Design issue fee	
1503	630	2503	315	Plant issue fee	
1460	130	1460	130	Petitions to the Commissioner	
1807	50	1807	50	Processing fee under 37 CFR 1.17 (q)	
1806	180	1806	180	Submission of Information Disclosure Stmt	
8021	40	8021	40	Recording each patent assignment per property (times number of properties)	
1809	750	2809	375	Filing a submission after final rejection (37 CFR § 1.129(a))	
1810	750	2810	375	For each additional invention to be examined (37 CFR § 1.129(b))	
1801	750	2801	375	Request for Continued Examination (RCE)	
1802	900	1802	900	Request for expedited examination of a design application	

Other fee (specify) _____

*Reduced by Basic Filing Fee Paid SUBTOTAL (3) ($) 0

SUBMITTED BY				Complete *(if applicable)*	
Name (Print/Type)	James R. Yoppo	*Registration No. (Attorney/Agent)*	27,847	*Telephone*	303-447-7771
Signature				*Date*	12/30/03

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EV 415483708 US

Certificate of Mailing under 37 CFR 1.10	Application Number	Not Yet Assigned
	Filing Date	Herewith
	First Named Inventor	Charles F. Bac n
	Examiner Name	Not Yet Assigned
	Attorney Docket Number	Bacon-1P

I hereby certify that this correspondence is being deposited with the United States Postal Service with sufficient postage in an Express Mail envelope bearing label number: EV 415483708 US, addressed to:

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Credit Card Payment Form PTO-2038 ..... 1 page
Application Data Sheet ..... 2 pages
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COMPLEX EMERGENT ASSESSMENT AND ADAPTIVE BENCH MARKING OF ENTERPRISE ANALYSIS

BACKGROUND OF THE INVENTION

1. Field of the Invention. The process of assessing an entity or organization such as a business as to its current or future status, comparing one or more conditions to a norm or standard or comparing one or more conditions to a general systems or business model and making decisions based on the status, comparisons and assessment is the purpose of this invention.

The evaluation and analyzing of the reasons for and implications of the condition status are used everyday in organizations and business when analyzing, evaluating and formulating responses to administer operations, make strategic or tactical decisions, or correct risky conditions, inconsistencies or instabilities. The problem is with the imprecision and inconsistent way these analytical steps are taken and the scope of the information consideration. Further the practice is to do these evaluations with a great amount of human analysis and data review. Further the practice is to do these evaluations without any scientific formulae or methods. Further the practice is to do these evaluations without a norm or standard. Further the practice is to do these evaluations without a general systems or business model.

Most often, the process is only triggered by a crisis and then the focus may only be on one small facet of the problem. Also, approaches are often taken that may be driven by the predilection or bias of one executive, analyst or manager. There is also often a focus on a quick fix of the most noticeable problem without regard to deeper and broader problems.

Even in those rare circumstances of a broad approach, the quality of the fact finding, corroborating, and filtering to get to the truly useful facts and operable information – especially when even more rarely based on rigorous analysis and feedback from historical and current experience – is dependent upon the quality and underlying fundamentals of the investigation. If newer, inexperienced people are used, the evaluation is potentially useless. At each stage of any analysis, quality and experience in the fact collection, testing and analysis is crucial to the quality and degree

of trustworthiness of the results. And for all historical methods, a standard or norm is absent, thereby automatically assuring incomplete fact collection. And for all historical methods, the underlying fundamentals of a general systems or business model are absent, thereby assuring incomplete correlation with and between the internal and external environments.

Thus under current methods, each step, each question, each analysis, each decision is subject to breaking down due to poor or incomplete fact collection, inexperience in analysis and decision-making, lack of underlying fundamentals of a general systems or business model or lack of standards or norms for comparison.

In the business management arena, a quality view of the current condition, a broad view of historical patterns, robust underlying fundamentals of a general systems or business model and an up to date standard or norm for selected parameters are the essential blocks of a valuable analysis. One that can be trusted.

Due diligence and decision making are terms that have many different faces. These terms may be used in the purchase of an asset, hiring an employee, licensing a technology, acquiring a company, expanding a market, or strengthening a supply chain. These terms may be used in conjunction with challenging the business model, building a facility, or quantifying loans, interest rates, deal terms or cash flow. Each facet has a set of steps, albeit not based on any common standard or general systems or business model. Each will have a different analysis with different criteria and comparisons. The result of the analysis will be important although not well supported for that one decision, but many of these factual collections will interface with multiple issues and topics and separate analysis for each relevant topic, thereby compounding the problems of attempting to do due diligence or make decisions without the benefit of a standard or norm, a general systems or business model, such as may be found in the within invention: an intelligent due diligence system or an intelligent decision system.

The within invention takes the common as well as the unusual organization and business decisions and combines the ability of a computer program and database to collect, sort and filter facts in useable form, then to call out unique and specified analytical tools to use on these facts, and to then adequately report the findings in a clear and useable manner to decision makers. Comparison to other information of the

company, or comparison with norms and standardized values applicable for a given business or topic, a given parameter, or a given circumstance that is targeted, can all be analyzed, discretely or coupled. Useful and dependable conclusions based upon the analysis can be drawn quickly.

Additionally, it is an aspect of the within invention to make use of multiple types of artificial intelligence to create content scanning, analysis and automatic application, rule determination, analysis and automatic application, and logic tree determination, analysis and automatic application to quickly make determinations of the issues being considered so that further more refined and more expert analysis may be applied to get better results and answers.

Additionally, it is an aspect of the within invention to make use of multiple types of artificial intelligence to automatically create, automatically maintain, and automatically update from manual and electronic sources the information entirety of the organization, both internal and external, to provide a comprehensive and consistent system of information inclusive of all possible data that may have relevance for the assessments and decision being made.

2. **Discussion of the Background**. An object of the disclosed invention is to provide an automatic fact collection method and cross check, as to the input being present, responsive and in a useable format, to enable the facts to be useable in multiple implementations to accomplish any due diligence or decision making process selected.

Another object is to have automatic query of unanswered questions to be sure there are not points left unanswered.

Another object is to have automatic algorithms and steps of analysis useable independently or in conjunction with other steps or algorithms to take the facts and input and operate on these facts and input to yield a desired output of the algorithm or step in a useable format for analysis or further uses in subsequent algorithms.

A further object is to have multiple outcomes of the algorithms and any combination of algorithms to be useable in business intelligence, due diligence, decision making or analysis steps to gain an objective view of targeted topics of an organization.

A further object is to be able to collect information from multiple sources into useable and effective standards for subsequent comparison of parts or all of the organization. The subjects of interest with the broader or selected standards for those topics can be compared, thus enabling an objective comparison and normalization of the organization and the topics selected.

A further objective is to be able to make use of the comparison of the topics of multiple organizations against the standardized values for the selected topics and against each other so as to aid in a review of options of choice between and among the various organizations of interest.

Another objective is to allow the comparison of multiple topics of an organization against the standardized topical values and assign a normalized risk value to the comparison, usable in an aggregate risk rating number or score for the subject organization or as a readily understood series of risk rating numbers or scores for each topic of interest.

Another object is to be able to take a snapshot of an organization of interest along with subsequent snapshots and thus to be able to readily compare the condition of the topics of interest in an historical view.

An object is to take the topic of interest with high risk rating or number or score designated as needing to improve and automatically apply further analysis, using the collected data based on facts and algorithms and step outputs to come to automatically suggested areas for change and more specialized analysis and recommendation.

Another object is to allow the organization that has the program and database to access more specialized systems of analysis and recommend action by a World Wide Web connection to an offsite computer where said specialized systems are located.

Another object is to have the data collection, processing, use and analysis be useable on a stand-alone computer to allow the organization to do its input, comparison and risk review.

A further object of this invention is to have an organization have all of the operation and analysis steps as well as all of the refined and more specialized systems available in the organization and useable across the organization's WAN or LAN by select responsible persons.

Another object is to allow the standard of all topics of interest to be updated as conditions, laws, operations, markets, resources, technologies, personnel, regulations, environment or other situations change.

A further object is to have the standardized topics of interest take into account the data or results of any step or algorithm during the analysis of the organization – especially if there is a sufficient nexus and usefulness of the organization's data and results.

Another object is to have the information of an organization automatically updated in a decision tree method of storing and accessing data.

Another object is to have the decision tree information of an organization automatically adapted in a complex manner in comparison to all other data in the decision tree, and all other data relevant to the organization, both internal and external.

Another object of this invention is to have all data relevant to the organization, both internal and external, constantly re-assessed and compared to all of that data, and to have those re-assessments or comparisons then modify the algorithms connected to and operating with the data, to continuously discover new data, patterns and algorithms emerging from the previous data, patterns and algorithms.

A further object of this invention is to have automatically adapting algorithms connected to and operating with the data.

A further object of this invention is to have automatic creation of adaptive algorithms connected to and operating with the data, including automatic inclusion of new scientific and mathematic formulae into the adaptive algorithms.

A further object of this invention is to have automatic benchmarking of data and adaptive algorithms connected to and operating with the data, comparing any or all aspects of an organization with other organizations, identifying important aspects of organizations, assessing those organizations' capabilities to produce or achieve those important aspects, and automatically revise the adaptive algorithms to continuously maintain superior capabilities when compared to any other organization.

Another object of this invention is to automatically analyze content of documents and information to determine presence of words and concepts.

Another object of this invention is to automatically analyze content of documents and information and code text into categories, such as word, word sense, phrase, sentence, and theme.

Another object of this invention is to automatically analyze content of documents and information using conceptual and relational analysis interactively.

Another object of this invention is to automatically categorize, analyze, classify, decompose and structure text.

Another object of this invention is to automatically create rules using symbolic rule induction.

Another object of this invention is to automatically generate self-organizing maps of data and information

Another object of this invention is to automatically generate natural language text, including summarization and analysis report output.

Another object of this invention is to automatically generate graphs, including financial charts, organization charts, supply chains, communications links among the people of an organization, especially using surface manifold mathematical techniques to more accurately represent organizations.

Another object of this invention is to automatically generate graphs, including financial charts, organization charts, supply chains, communications links among the people of an organization, especially using catastrophe theory mathematical techniques to more accurately represent organizations.

A further object of this invention is to automatically generate scores or ratings from data, especially extracting data from standardized data bases.

A further object of this invention is to use neural networks to process documents linked to automatic document and text generation systems.

A further object of this invention is to have automatic benchmarking of business rules.

A further object of this invention is to have automatic continuous updating of business rules.

Another object of this invention is to use rapid semantic analysis to automatically analyze documents.

Another object of this invention is to automatically standardize phrase lengths.

Another object of this invention is to automatically generate example-based lexicons and concept grammars.

Another object of this invention is to automatically recognize conceptual information.

A further object of this invention is to automatically classify decision trees based on data content.

A further object of this invention is to automatically develop lexicons using individual vocabularies.

A further object of this invention is to automatically generate concept structure representations, especially to capture semantic information.

A further object of this invention is to automatically create a rubric or scoring key.

A further object of this invention is to automatically tune concept structure representations.

A further object of this invention is to automatically generate ongoing feedback loops and evolutions.

A further object of this invention is to automatically generate consistent syntactic patterns.

A further object of this invention is to automatically generate structural patterns.

SUMMARY OF THE INVENTION

The software allows for automated quantification, assessment, analysis, rating and scoring of due diligence or decision options for a business, entity or organization. Due diligence or decision topics such as mergers, acquisitions, debt or equity financings, strategic planning, risk assessments, audits of the processes of the organization including human resources, regulated activities, intellectual property, contracting and other business practices are all subject to the use and application of the software. The software can be divided into major activities: information and factual input; execution and processing information to obtain useful interim or final results or condition status of the company in specified areas; comparison of the results or condition status to standardized values of the general relevant industry or activity to gain an objective view or bench marking of the company; or comparison of the results or

condition status to a general systems or business model to gain an objective view or bench marking of the company; and to analysis and generation of results including ratings useable by interested parties, reports or recommendations to be useful and clear so as to quickly focus on the important issues and their relationships with related topics or views. The historical condition of the same company can also be used to illustrate changes in the company over time.

The particular data or decisions of interest will have their own set of facts upon which particular equations or algorithms will be applied. These in turn will yield the basis of any analysis to reach a result or grading of the options or topics that are of interest.

The same facts and data may be useable in many different segments for different due diligence or decision questions or topics. The program anticipates this and makes the data entry and format consistent and accessible across all systems. Additionally algorithm operations and steps as well as their products will be stored and saved for multiple uses where appropriate.

The user, after the input of the relevant data, will be able to understand any analytical part to address a particular need. As the entire due diligence or decision database of the organization of interest is developed, any system may be addressed to obtain a complete review of practices, areas of due diligence, decision making or strategic planning of the organization. The questioner may be one person who wants the overall view such as a President or many different individuals who may have only a narrow view and interest such as department heads. But any call for the analysis will have the advantage of the unique and consistent data, currently in the database, upon which to evaluate the status of the organization.

Additionally, to yield an objective and consistent evaluation, the algorithm output is compared against standard, broad-based, and relevant data which will be used as a measure against which the organization's information and conditions are compared. The standards and the comparison will be objective, consistent and reproducible. The comparison yields a normalized value. Each topic can be compared.

The software addresses the stated objects and accomplishes the task with the power of automatic storage of inputted facts that represent the organization, in all relevant parameters. The database stores the information and makes them recoverable

and useable by any of the individual steps or algorithms used in any of the multiple analytical topics available. The database accomplishes its tasks based on the standards, so that all data and information in the database is normalized in a universal fashion so as to be easily understood by people in varying disciplines, with varying backgrounds, and with varying viewpoints.

The results and products of the individual steps and algorithms are also stored and retrievable for further analysis or comparisons. Thus it is possible to refine any comparison and to also locate the contributors to any anomaly or deviation.

The computer stores the rules and equations for application and any logic tree paths that direct further analysis and later comparison with related standards.

The logic tree paths, rules and equations can be manually or automatically adapted or updated by comparison with acquired data from any source, including related standards.

As one embodiment and example of the steps and conditions, Exhibit A represents the software source code for an analytical system detailing a review of a business plan. This is one of many systems listed in Exhibit B which outlines the various topics to be addressed by the software. Exhibit C is a matrix of their data fields with the input, check and format requirements and subsequent queries where appropriate.

The matrix Columns 1-9 collectively deal with location, type of data field and uses. Column 10 outlines the execution on these data fields, in what order, and with what steps (i.e., counting up to a given value).

Column 11 is the action step with the code for the analysis action. A represents analyst with RC being report generator.

Column 12 directs the output to depository and form of the analysis.

Column 13 indicates the destination of any direction output from the action step in column 11.

Column 14 allows for graphical representation.

Column 15 is the index of a counter to step through successive data points.

Column 16 represents advice from the results of the analysis.

Column 17 is feedback to the system.

Column 18 is analysis stages and multiple uses of these steps and their products.

As can be readily understood, many of the fields called for and used in the system, are also useable in other analyses of a company's condition in other topics of interest such as a review of strategic planning, rent or buying of real estate, whether to increase equity or debt or numerous other short-term or long-term decisions or due diligence needs.

Similarly, each of the action steps and analysis steps for each system will make use of a table or database of equations that perform specific functions. A list of the equations is given in Exhibit D which sets forth item names and operations. Further Exhibit E sets out definitions that are operative in the program.

The rules and comparative standards are also in a database to allow the rules to be called out and to be updated as needed. Likewise the standards will be updated and called out for comparisons.

The report function is an important component of the within invention. It allows for reports to be in text form, graphic or normalized ratings. The uses to which the output report is to be put may dictate one or more report formats, to comply with the desires of the reader or to comport with convention. Graphic representation may be used to show deep relationships between or among parameters and topics. Rating, would replace ratings, such as Standard & Poor's, Moody's or similar business ratings. The within ratings are better because they accomplish objective ratings based on prospective risk assessment, much more than a snapshot of the past; and because they are based on all the comprehensive data of the topic, rather then just limited portions of the available. This is most readily recognized in such historical ratings approaches such as Standard & Poor's, Moody's or similar business ratings, where typically the only data subject to any sort of real analysis is the financial data, while the balance of data available is largely ignored. This process grasps and evaluates the entity's environment wholesale, rather than piecemeal. Other formats are useable as needed.

STATEMENTS OF THE INVENTION

The following statements of the invention are provided to identify at least some of the features of the method(s), process(es), or improvement(s) described above that may comprise one or more inventive step(s) or that may be novel or non-obvious. However, 35 U.S.C. § 111(b) provides that claims of the invention are not required in this provisional U.S. patent application, and these statements do not constitute claims of the invention as would be required in a non-provisional U.S. patent application under 35 U.S.C. § 112. Therefore, they should not be construed as claims. If and when a non-provisional U.S. patent application is filed on the invention(s) described above, the claims required under 35 U.S.C. § 112 for such non-provisional U.S. patent application(s) may include some, all, or none of the subject matter in these statements of invention and may include subject matter that is not in these statements of the invention.

1. A system for analyzing information concerning an entity, including:

a) an input device;

b) a computer processor coupled with the input device to allow data to be inputted to the processor;

c) a memory coupled with the processor to store input data, rules and algorithms used in the analysis and for operations and final and intermediate values of individual parameters;

d) a set of analytical methods for complex analysis and standards and norms of selected parameters or measurements, and take selected input data, apply the related rules and algorithms to create intermediate and then final values for each analysis, for comparison of each value with a standard norm, historical or comparative value, or for comparison of each value with a general systems or business model, for the analysis, creation of a normalized rating value, graphic textual output of each analysis, parameters comparison of alternatives or recommendation for specific due diligence or decision making; and

e) creation of a selected report describing the data analysis and the results in a useful and clear manner.

2. The system of statement 1, wherein the entity is a business entity and wherein the data includes, but is not limited to, external data of multiple other businesses, such as financial data, organization chart data, supply chain data, market data, regulatory data, environmental data, communication link data, human resources data, data relating to operations, data relating to products and services, data relating to technologies used in providing such products and services, and data relating to success or failure, at least some of which is used to create such standards, norms, or general systems or business model.

3. The system of statement 2, wherein the data also includes, but is not limited to, internal data relating to said business entity, such as financial data, organization chart data, supply chain data, market data, regulatory data, environmental data, communication link data, human resource data, data relating to operations, data relating to products and services, data relating to technologies used by the business entity to provide such products and services, and data relating to success or failure, at least some of which is used to create said intermediate and final values for comparison to said standards, norms, or general systems or business model.

4. The system of statement 3, including data query means for automatically prompting a user to input said internal data.

5. The system of statement 4, wherein said external data and said internal data are stored in respective decision trees to facilitate access to such data.

6. The system of statement 5, wherein said rules and algorithms are connected to and operate with the data.

7. The system of statement 6, including means for modifying the algorithms based on re-assessments and comparisons of the data to discover new data, patterns, and algorithms emerging from previous data, patterns, and algorithms.

8. The system of statement 7, including automatically adapting algorithms connected to and operating with the data.

9. The system of statement 8, including means for automatic inclusion of new scientific and mathematical formulae into the adapting algorithms.

10. The system of statement 9, including means for automatic benchmarking of the data and adapting algorithms, for comparing aspects of the business entity with

aspects of the other businesses, for identifying important aspects of the other businesses, and for assessing the capability of the business entity to achieve such important aspects.

11. The system of statement 10, including means for automatically revising the adapting algorithms to maintain superior capabilities of the business entity when compared to other businesses.

12. The system of statement 5, including means for automatically analyzing content of documents and information to facilitate gathering and inputting the data into the decision tree.

13. The system of statement 12, including means for coding the content of the documents and information into categories, such as word, word sense, phrase, sentence, or theme.

14. The system of statement 12, wherein said means for automatically analyzing the content of the documents and information includes use of conceptual and relational analysis.

15. The system of statement 6, including means for automatically creating rules using symbolic rule induction.

16. The system of statement 1, including means for automatically generating maps of the data and information.

17. The system of statement 16, including means for automatically generating scores or ratings based on comparisons of the internal data with the external data.

18. The system of statement 15, including means for automatic benchmarking of the rules.

19. The system of statement 16, including means for automatic updating of the rules.

APPENDIX A

Title

1) Business Plan Reality Check - Confidential Source Code Property of Charles F. Bacon, 19 pages;

2) Preliminary List of Equations to be incorporated, 8 pages;

3) Preliminary Glossary of Terms, 2 pages;

4) List of Systems, 3 pages; and

5) Business Plan Reality Check - Domestic U.S. Rule Structure, 7 pages.

Preliminary List of Equations to be incorporated

Acceptable Price Earnings Ratio Of Public Offering
Accounts Payable = Accounts Payable Increases*Time To Pay Accounts Payable
Accounts Payable = -dt*Accounts Payable Payments +dt*Accounts Payable Increases
Accounts Payable Increases = Cost Of Parts Arrival Rate+Fixed Costs+Labor Costs
Accounts Payable Payments = Accounts Payable/Time To Pay Accounts Payable
Accounts Receivable = AR is increased by dollar value of sales and decreased by collections.
Accounts Receivable = -dt*Collections +dt*Dollar Value Of Sales
Accounts Receivable = Dollar Value Of Sales*Time To Collect Accounts Receivable
Accumulation Of Customer Orders Growth = Customer Orders Growth
Amplitude Of Customer Orders Sine = IF(Cyclical Variation = 1,.1,0)
Amplitude Of Customer Orders Sine Two = IF(Cyclical Variation = 1,0.3,0)
Annual Inventory Returns = Dollar Value Of Sales/Dollar Value Of Inventory
Average Capital Equipment Scrappage = DELAYINF(Capital Equipment Scrappage, Time To Average Capital Equipment Scrappage)
Average Cash Flow From Operations = DELAYINF(Cash Flow From Operations, Time To Average Cash Flow From Operations For Borrowing)
Average Customer Order Rate = DELAYINF(Customer Order Rate, Time To Average Customer Order Rate)
Average Customer Order Rate for Employment = DELAYINF(Customer Order Rate, Time To Average Customer Order Rate For Employment)
Average Debt Equity Ratio = DELAYINF(Debt Equity Ratio, Time For Market To Average Financial Variables)
Average Delivery Delay = DELAYINF(Delivery Delay Quoted By Company, Time To Average Delivery Delay)
Average Dollar Value Of Sales = DELAYINF(Dollar Value Of Sales, Time To Average Dollar Value Of Sales For Fixed Costs)
Average Earnings Growth Rate = DELAYINF(Earnings Growth Rate, Time For Market To Average Financial Variables)
Average Earnings Per Share = DELAYINF(Earnings Per Share, Time To Average Earnings Per Share)
Average Inflation Rate = DELAYINF(Inflation Ratio, Time To Perceive Inflation For Interest Ratio)
Average Labor Attrition Rate = DELAYINF(Labor Attrition Rate, Time To Average Labor Attrition Rate)
Average Length Of Employment
Average Long Term Debt Maturity
Average Net Profit = DELAYINF(Net Profits, Time To Average Net Profit)
Average Percent Excess Cash = DELAYINF(Percent Excess Cash, Time To Average Percent Excess Cash)
Average Price = DELAYINF(Price, Time To Average Price)
Average Price Earnings Ratio In Market = IF(Bull Bear Market Switch
Average Production Completion = DELAYINF(Production Completions, Time To Average Production Completions For Costing)
Average Production Rate = DELAYINF(Production Rate, Time To Average Production Rate For Parts Ordering)
Average Ratio Of Finished Inventory = DELAYINF(Ratio Of Finished Inventory, Time To Average Ratio Of Finished Inventory)
Average Retained Earnings = DELAYINF(Retained Earnings, Time To Average Retained Earnings)
Average Return On Equity = DELAYINF(Return On Equity, Time For Market To Average Financial Variables)

Average Salary = Initial Average Salary
Base Customer Order Rate = (1+Customer Order Rate Forecasting Time*Observed Customer Order Rate Growth Rate)*Average Customer Order Rate
Base Customer Order Rate For Employment = (1+Customer Order Rate Forecasting Time for Employment*Observed Customer Order Rate Growth For Employment)*Average Customer Order Rate for Employment
Base Price = Initial Price
Book Value Fixed Assets = +dt*Investment-dt*Depreciation
Book Value Fixed Assets = Capital Equipment*Cost Per Unit Of Capital Equipment
Bull Bear Market Switch = 0
Capital Equipment = +dt*Capital Equipment Arrivals-dt*Capital Equipment Scrappage
Capital Equipment = Initial Capital Equipment
Capital Equipment Arrivals = DELAYINF(Capital Equipment Orders,Time To Acquire Capital Equipment,3,Initial Capital Equipment Arrivals)
Capital Equipment Growth Margin = GRAPH(Observed Customer Order Rate Growth For Capacity)
Capital Equipment On Order = (Initial Capital Equipment/Time To Scrap Capital Equipment)*Time To Acquire Capital Equipment
Capital Equipment On Order = +dt*Capital Equipment Orders-dt*Capital Equipment Arrivals
Capital Equipment Orders = Capital Equipment Orders Indicated By Demand Conditions*Effect Of Debt Equity Ratio On Capacity Expansion
Capital Equipment Orders Forecasting Time = Time To Acquire Capital Equipment+Time To Adjust Capital Equipment+Time To Average Customer Order Rate For Capacity
Capital Equipment Orders Indicated By Demand Conditions = MAX(0,Indicated Capital Equipment Orders)
Capital Equipment Scrappage = DELAYINF(Capital Equipment Arrivals, Time To Scrap Capital Equipment,3,Initial Capital Equipment Scrappage)
Cash = +dt*Net Cash Flow
Cash = Desired Cash
Cash Flow From Operations = Collections-(Dividends+Accounts Payable Payments+Interest Payments+Taxes)
Cash Inflow = Collections+Short Term Borrowing+Long Term Borrowing+Equity Issue
Cash Outflow = Accounts Payable Payments+Short Term Payments+Long Term Payments+Interest Payments+Dividends+Taxes+Investment+Equity Decrease For Stock Repurchase
Change In Dividend Payout Ratio = (Indicated Dividend Payout Ratio-Dividend Payout Ratio)/Time To Adjust Dividend Payout Ratio
Change In Dividends = (Indicated Dividends-Dividends)/Time To Adjust Dividends
Change In Perceived Days Supply Parts Inventory = (Days Supply Of Parts Inventory-Perceived Days Supply Parts Inventory)/ Time To Perceive Days Supply Parts Inventory
Change In Price = (Indicated Price From Relative Inventory-Price)/ Time To Adjust Price
Change In Stock Price = (Indicated Stock Price-Stock Price)/ ime To Adjust Stock Price
Collections = Accounts Receivable/Time To Collect Accounts Receivable
Commited Debt = Total Liability+Capital Equipment On Order*Cost Per Unit Of Capital Equipment
Commited Debt Adjusted For Equity = Commited Debt-Time To Acquire Capital Equipment*Average Cash Flow From Operations
Commited Debt Projected Equity Ratio = Commited Debt Adjusted For Equity/Projected Equity
Competitor Delivery Delay = Time To Ship From Stock
Competitor Price = Initial Price
Constant Customer Order Rate
Constant Growth
Cost Of Finished Inventory = Cost Of Parts+Value Added In Assembly

SPR. In contrast, when DLS is set to 0, desired labor responds to base customer order rate for employment.
Desired Production Rate = Base Customer Order Rate+Finished Inventory Correction+Work In Progress Correction
Dividend Payout Ratio = +dt*Change In Dividend Payout Ratio
Dividend Payout Ratio = Indicated Dividend Payout Ratio
Dividends = +dt*Change In Dividends
Dividends = MAX(0,Net Profits*Dividend Payout Ratio)
Dividends Policy Switch
Dollar Value Of Inventory = Cost Of Finished Inventory*Finished Inventory+Cost Of Work In Process*Work In Process+Cost Of Parts Inventory*Parts Inventory
Dollar Value Of Sales = DVS equals price mutiplied by the sum of shipment rate from stock and shipment rate from production.
Dollar Value Of Sales = Price*Shipment Rate From Stock
Earnings Growth Rate = TREND(Net Profits, x)
Earnings Per Share = Net Profits/Shares
Effect Of Current Ratio On Short Term Borrowing
Effect Of Current Ratio On Short Term Borrowing Switch
Effect Of Debt Equity Ratio On Capacity Expansion
Effect Of Debt Equity Ratio On Short Term Borrowing
Effect Of Debt Equity Ratio On Stock Price
Effect Of Earnings Growth Rate On Stock Price
Effect Of Excess Cash On Debt Payments
Effect Of Excess Cash On Stock Repurchase
Effect Of Parts Inventory Lavel On scheduled Production = GRAPH(Perceived Days Supply Parts Inventory/Desired Days Supply Parts Inventory For Hiring)
Effect Of Relative Inventory On Price = GRAPH(Average Ratio Of Finished Inventory)
Effect Of Return On Equity On Stock Price = GRAPH(Average Return On Equity)
Effect Of Short Term Debt On Payments = GRAPH(Short Term Debt/MAX(Indicated Short Term Payments))
Effect Of Short Term Debt On Payments = the independent variable: Short Term Debt/MAX(.001,Indicated Short Term Payments) reprents the number of days of short-term debt outstanding at the indicated short-term payments rate.
Effect Of Stock Price On Stock Repurchase = GRAPH(Indicated Stock Price Of Public Offering/Stock Price)
Equity = Total Assets/(1+Initial Debt Equity Ratio)+dt*Equity Issue
Equity Decrease For Stock Repurchase = Stock Repurchase*Stock Price
Equity Issue = Indicated Long Term Financing*(1-Percent Debt Financing)*Equity Issue And Stock Repurchase Switch
Equity Issue And Stock Repurchase Switch = IF(Indicated Stock Price Of Public Offering<Stock Price, 1, 0)
Equity Issue And Stock Repurchase Switch = When Equity Issue And Stock Repurchase Switch equals 1, issue new stocks; otherwise, repurchase stocks.
Estimated Average Customer Order Rate = DELAYINF(Estimated Customer Order Rate, Time To Average Customer Order Rate For Capacity)
Estimated Customer Order Rate = Customer Order Rate/(Estimated Effect Of Delivery Delay On Customer Ordes*Estimated Effect Of Price On Customer Orders)
Estimated Effect Of Delivery Delay On Customer Ordes = GRAPH(Average Delivery Delay/Competitor Delivery Delay)
Estimated Effect Of Price On Customer Orders = GRAPH(Average Price/Competitor Price)

Finished Inventory = Desired Days Finished Inventory*Constant Customer Order Rate
Finished Inventory = -dt*Shipment Rate From Stock+dt*Production Completions
Finished Inventory = FI accumulates the difference between production completions and shipment rate from stock.
Finished Inventory Correction = (Finished Inventory Goal-Finished Inventory)/Time To Correct Finished Inventory
Finished Inventory Goal = Desired Days Finished Inventory*Average Customer Order Rate
Fixed Costs = Fixed Costs Percentage*Average Dollar Value Of Sales
Fixed Costs Percentage
Forecast Customer Order Rate For Capital Equipment = Estimated Average Customer Order Rate*(1+Capital Equipment Orders Forecasting Time*Observed Customer Order Rate Growth For Capacity)
Gross Profits = Profit From Sales-Fixed Costs-Depreciation-Interest Payments
Indicated Capital Equipment Orders = Average Capital Equipment Scrappage+(Desired Capital Equipment-Capital Equipment+Desired Capital Equipment On Order-Capital Equipment On Order)/Time To Adjust Capital Equipment
Indicated Change In Cash = (Desired Cash-Cash)/Time To Adjust Cash
Indicated Dividend Payout Ratio = IF(Dividends Policy Switch = 0,Payout Ratio Negatively Indicated By Return On Equity,Payout Ratio Positively Indicated By Return On Equity)
Indicated Dividends = MAX(0,Average Net Profit*Dividend Payout Ratio)
Indicated Hire Rate = Average Labor Attrition Rate+(Desired Labor-Labor+Desired Labor Being Recruited-Labor Being Recruited)/Time To Adjust Labor
Indicated Long Term Financing = MAX(0,Investment-Average Cash Flow From Operations)
Indicated Overtime = Scheduled Production Rate/Current No Overtime Production Rate
Indicated Price From Relative Inventory = Base Price*Effect Of Relative Inventory On Price
Indicated Short Term Payments = -1*MIN(0, Indicated Change In Cash)
Indicated Stock Price = MAX(1,Average Earnings Per Share*Price Earnings Ratio)
Indicated Stock Price Of Public Offering = MAX(1,Average Earnings Per Share*Acceptable Price Earnings Ratio Of Public Offering)
Inflation Ratio =
Initial Average Salary =
Initial Capital Equipment = Constant Customer Order Rate*(1+Capital Equipment Growth Margin)
Initial Capital Equipment Arrivals = Capital Equipment On Order/Time To Acquire Capital Equipment
Initial Capital Equipment Scrappage = Capital Equipment/Time To Scrap Capital Equipment
Initial Cost Of Parts =
Initial Cost Per Unit Of Capital Equipment =
Initial Current Ratio =
Initial Debt Equity Ratio =
Initial Price =
Interest Payments = Interest Rate*(Short Term Debt+Long Term Debt)
Interest Rate = Risk Free Interest Rate+Risk Premium Of Debt+Average Inflation Rate
Investment = Capital Equipment Arrivals* Cost Per Unit Of Capital Equipment+Depreciation
Labor = Constant Customer Order Rate/Labor Productivity
Labor = -dt*Labor Attrition Rate-dt*Labor Firing Rate+dt*labor Hiring Rate
Labor Attrition Rate = Labor/Average Length Of Employment
Labor Being Recruited = +dt*Labor Hiring Starts-dt*labor Hiring Rate
Labor Being Recruited = Desired Labor Being Recruited
Labor Costs = Labor*Average Salary+MAX(Overtime-1, 0)*Labor*Average Salary+Cost Of Labor Turnover
Labor Firing Rate = -MIN(0, Indicated Hire Rate)

labor Hiring Rate = DELAYMTR(Labor Hiring Starts, Labor Recruiting Delay)
Labor Hiring Starts = MAX(0, Indicated Hire Rate)
Labor Productivity =
Labor Recruiting Delay =
Long Term Borrowing = Indicated Long Term Financing*Percent Debt Financing
Long Term Debt = +dt*Long Term Borrowing-dt*Long Term Payments
Long Term Debt = Equity*Initial Debt Equity Ratio-Current Liability
Long Term Payments = (Long Term Debt/Average Long Term Debt Maturity)* Effect Of Excess Cash On Debt Payments
Mean Of Customer Orders Noise =
Net Cash Flow = Cash Inflow-Cash Outflow
Net Profits = Gross Profits-Taxes
Normal Percent Of Stock Repurchase =
Observed Customer Order Rate Growth For Capacity = TREND(Estimated Average Customer Order Rate, Time To Observe Order Rate Growth For Capacity)
Observed Customer Order Rate Growth For Employment = TREND(Customer Order Rate, Time To Observe Customer Order Rate Growth For employment)
Observed Customer Order Rate Growth Rate = TREND(Customer Order Rate, Time To Observe Customer Order Rate Growth)
One of the factors to be determined in financing decisions
One of the indicators of shareholder value
Overtime = GRAPH(Indicated Overtime)*(1-Desired Labor Switch)+Desired Labor Switch
Overtime = When DLS equals 1.0, desired labor equals scheduled production rate, and consequently, overtime is not used. In contrast, when DLS equals 0, desired labor equals base customer order for employment, and overtime is used.
Parts Arrival Rate = DELAYMTR(Parts Order Rate, Parts Supplier Delivery Time)
Parts Arrival Rate = PAR is represented as a third-order delay of parts order rate.
Parts Inventory = Desired Days Parts Inventory*Constant Customer Order Rate
Parts Inventory = -dt*Production Rate+dt*Parts Arrival Rate
Parts Inventory = PI accumulates the difference between parts arrival rate and production rate. PI is initialized to its equilibrium value.
Parts Inventory Correction = (Parts Inventory Goal-Parts Inventory)/Time TO Correct Parts Inventory
Parts Inventory Goal = Desired Days Parts Inventory*Average Production Rate
Parts On Order = +dt*Parts Order Rate-dt*Parts Arrival Rate
Parts On Order = Parts Supplier Delivery Time*Constant Customer Order Rate
Parts On Order = POO accumulates the difference between parts order rate AND parts arrival rate. POO is initialized to its equilibrium value.
Parts On Order Correction = (Parts On Order Goal-Parts On Order)/Time TO Correct Parts Inventory
Parts On Order Goal = Parts Supplier Delivery Time*Average Production Rate
Parts Order Rate = Average Production Rate+Parts Inventory Correction+ Parts On Order Correction
Parts Supplier Delivery Time =
Payout Ratio Negatively Indicated By Return On Equity = GRAPH(Return On Equity)
Payout Ratio Positively Indicated By Return On Equity = GRAPH(Return On Equity)
Perceived Days Supply Parts Inventory = +dt*Change In Perceived Days Supply Parts Inventory
Perceived Days Supply Parts Inventory =
Perceived Debt Equity Ratio For Capacity = DELAYINF(Commited Debt Projected Equity Ratio, Time To Perceive Debt Equity Ratio For Capacity)
Percent Debt Financing =
Percent Excess Cash = (Cash-Desired Cash)/Desired Cash
Percent Of Stock Repurchase = Normal Percent Of Stock Repurchase*Effect Of Excess Cash On Stock

Repurchase*Effect Of Stock Price On Stock Repurchase*(1-Equity Issue And Stock Repurchase Switch)
Period Of Customer Orders Sine =
Period Of Customer Orders Sine Two =
Potential Output From labor = Labor*Labor Productivity*Overtime
Price = +dt*Change In Price
Price = Initial Price
Price Earnings Ratio = Average Price Earnings Ratio In Market*Effect Of Debt Equity Ratio On Stock Price*Effect Of Earnings Growth Rate On Stock Price*Effect Of Return On Equity On Stock Price
Production Completions = DELAYMTR(Production Rate, Time To Complete Work In Progress,3)
Production Completions = PC is a third order delay of production rate.
Production Rate = Average Customer Order Rate+Finished Inventory Correction+Work In Progress Correction
Production Rate = It defines the company's production rate policy. Production is set equal to the sum of average customer order rate, finished invertory correction and in progress correction.
Profit From Sales = Dollar Value Of Sales-Cost Of Material Shipped
Projected Equity = Equity+Time To Acquire Capital Equipment*Average Retained Earnings
Ratio Of Finished Inventory = Finished Inventory/Finished Inventory Goal
Reference Mode = 0
Retained Earnings = Net Profits-Dividends
Return On Assets = Net Profits/Total Assets
Return On Equity = Net Profits/Equity
Return On Sales = Net Profits/Dollar Value Of Sales
Risk Free Interest Rate =
Risk Premium Of Debt = GRAPH(Debt Equity Ratio)
Scheduled Production Rate = Desired Production Rate*Effect Of Parts Inventory Lavel On scheduled Production
Shares =
Shares = -dt*Stock Repurchase+dt*Stock Issue
Shipment Rate From Stock = Customer Order Rate
Short Term Borrowing = MAX(0, Indicated Change In Cash)* Effect Of Current Ratio On Short Term Borrowing*Effect Of Debt Equity Ratio On Short Term Borrowing
Short Term Debt = (Current Assets/Initial Current Ratio)-Accounts Payable
Short Term Debt = -dt*Short Term Payments+dt*Short Term Borrowing
Short Term Payments = Indicated Short Term Payments*Effect Of Short Term Debt On Payments
sorts of customer demand patterns.
Standard Deviation Of Customer Orders Noise = 0
Step Change = 0
Stock Issue = Equity Issue/Indicated Stock Price Of Public Offering
Stock Price = +dt*Change In Stock Price
Stock Price = Indicated Stock Price
Stock Repurchase = Shares*Percent Of Stock Repurchase
Tax Rate = .
Taxes = MAX(0,Gross Profits*Tax Rate)
Time Constant Of Customer Orders Noise =
Time For Company To Perceive Delivery Delay =
Time For Market To Average Financial Variables =
Time To Acquire Capital Equipment =
Time To Adjust Capital Equipment =
Time To Adjust Cash =

Time To Adjust Dividend Payout Ratio =
Time To Adjust Dividends =
Time To Adjust Labor =
Time To Adjust Price =
Time To Adjust Stock Price =
Time To Average Capital Equipment Scrappage =
Time To Average Cash Flow From Operations For Borrowing =
Time To Average Customer Order Rate =
Time To Average Customer Order Rate For Capacity =
Time To Average Customer Order Rate For Employment =
Time To Average Delivery Delay =
Time To Average Dollar Value Of Sales For Fixed Costs =
Time To Average Earnings Per Share =
Time To Average Labor Attrition Rate =
Time To Average Net Profit =
Time To Average Percent Excess Cash =
Time To Average Price =
Time To Average Production Completions For Costing =
Time To Average Production Rate For Parts Ordering =
Time To Average Ratio Of Finished Inventory =
Time To Average Retained Earnings =
Time To Collect Accounts Receivable =
Time To Complete Work In Progress =
Time To Correct Finished Inventory =
Time TO Correct Parts Inventory =
Time To Depreciate Fixed Assets =
Time To Observe Customer Order Rate Growth =
Time To Observe Customer Order Rate Growth For employment =
Time To Observe Order Rate Growth For Capacity =
Time To Pay Accounts Payable =
Time To Perceive Days Supply Parts Inventory =
Time To Perceive Debt Equity Ratio For Capacity =
Time To Perceive Inflation For Interest Ratio =
Time To Scrap Capital Equipment =
Time To Ship From Stock =
Total Assets = Current Assets+Book Value Fixed Assets
Total Liability = Current Liability+Long Term Debt
Total Liability And Equity = Total Liability+Equity
Unfilled Orders = -dt*Shipment Rate From Stock+dt*Customer Order Rate
Unfilled Orders = Time To Ship From Stock*Constant Customer Order Rate
Value Added In Assembly = Labor Costs/Average Production Completion
Work In Process = +dt*Production Rate-dt*Production Completions
Work In Process = Time To Complete Work In Progress*Constant Customer Order Rate
Work In Process = WIP accumulates the difference between production rate and production completions. WIP is initialized to its equilibrium value.
Work In Process Goal = Time To Complete Work In Progress*Average Customer Order Rate
Work In Progress Correction = (Work In Process Goal-Work In Process)/Time To Correct Finished Inventory

Preliminary Glossary of Terms

Accounts payable Money owed to suppliers.
Amortization The repayment of a loan by installments.
Asset Any possession that has value in an exchange.
Balance sheet Also called the statement of financial condition, it is a summary of a company's assets, liabilities, and owners' equity.
Book value A company's book value is its total assets minus intangible assets and liabilities, such as debt. A company's book value might be more or less than its market value.
Capital structure The makeup of the liabilities and stockholders equity side of the balance sheet, especially the ratio of debt to equity and the mixture of short and long maturity.
Capital surplus Amounts of directly contributed equity capital in excess of the par value.
Cash flow In investments, it represents earnings before depreciation, amortization and non-cash charges. Sometimes called cash earnings. Cash flow from operations (called funds from operations) by real estate and other investment trusts is important because it indicates the ability to pay dividends.
Common stock These are securities that represent equity ownership in a company. Common shares let an investor vote on such matters as the election of directors. They also give the holder a share in a company's profits via dividend payments or the capital appreciation of the security. Used in the context of general equities.) units of ownership of a public corporation with junior status to the claims of secured/unsecured creditors, bond and preferred shareholders in the event of liquidation. A security that shows ownership in a corporation and gives the holder a claim, prior to the claim of common stockholders, on earnings and also generally on assets in the event of liquidation. Most preferred stock pays a fixed dividend that is paid prior to the common stock dividend, stated in a dollar amount or as a percentage of par value. This stock does not usually carry voting rights. The stock shares characteristics of both common stock and debt.
Current assets Value of cash, accounts receivable, inventories, marketable securities and other assets that could be converted to cash in less than 1 year.
Current liabilities Amount owed for salaries, interest, accounts payable and other debts due within 1 year.
Current ratio Indicator of short-term debt paying ability. Determined by dividing current assets by current liabilities. The higher the ratio, the more liquid the company.
Current ratio Indicator of short-term debt paying ability. Determined by dividing current assets by current liabilities. The higher the ratio, the more liquid the company.
Depreciation A non-cash expense that provides a source of free cash flow. Amount allocated during the period to amortize the cost of acquiring long term assets over the useful life of the assets.
Dividend A dividend is a portion of a company's profit paid to common and preferred shareholders. A stock selling for $20 a share with an annual dividend of $1 a share yields the investor 5%.
Dividend payout ratio Percentage of earnings paid out as dividends.
Earnings before interest and taxes (EBIT) A financial measure defined as revenues less cost of goods sold and selling, general, and administrative expenses. In other words, operating and non-operating profit before the deduction of interest and income taxes.
Earnings Net income for the company during the period.
Earnings per share (EPS) EPS, as it is called, is a company's profit divided by its number of outstanding shares. If a company earned $2 million in one year had 2 million shares of stock outstanding, its EPS would be $1 per share. In calculating EPS, the company often uses a weighted average of shares outstanding over the reporting term.
Equity Represents ownership interest in a firm.
Income statement (statement of operations) A statement showing the revenues, expenses, and income (the difference between revenues and expenses) of a corporation over some period of time.
Inflation The rate at which the general level of prices for goods and services is rising.
Investment decisions Decisions concerning the asset side of a firm's balance sheet, such as the decision to offer a new product.

Long-term debt An obligation having a maturity of more than one year from the date it was issued.
Marginal tax rate The tax rate that would have to be paid on any additional dollars of taxable income earned.
Net income The company's total earnings, reflecting revenues adjusted for costs of doing business, depreciation, interest, taxes and other expenses.
Net worth Common stockholders' equity which consists of common stock, surplus, and retained earnings.
Outstanding shares Shares that are currently owned by investors.
Profit Revenue minus cost. How much you make on a transaction.
Retained earnings Accounting earnings that are retained by the firm for reinvestment in its operations; earnings that are not paid out as dividends. The rate at which an investor assumes interest payments made on a debt security can be reinvested over the life of that security.
Return on assets (ROA) Indicator of profitability. Determined by dividing net income for the past 12 months by total average assets. Result is shown as a percentage.
Return on equity (ROE) Indicator of profitability. Determined by dividing net income for the past 12 months by common stockholder equity (adjusted for stock splits). Result is shown as a percentage. Investors use R.O.E. as a measure of how a company is using its money. Decisions concerning the liabilities and stockholders' equity bonds. A financial obligation, or the cash outlay that must be made at a specific time to satisfy the contractual terms of such an obligation.
Risk management The process of identifying and evaluating risks and selecting and managing techniques to adapt to risk exposures.
Risk Often defined as the standard deviation of the return on total investment. Degree of uncertainty of return on an asset.
Stock Ownership of a corporation which is represented by shares which represent a piece of the corporation's assets and earnings.
Stockholder equity Balance sheet item that includes the book value of ownership in the corporation. It includes capital stock, paid in surplus, and retained earnings.
Tax shield The reduction in income taxes that results from taking an allowable deduction from taxable income.

List of Due Diligence and Decision Making Systems

Acquisitions

1) Buyer 1: Initial Screening & Filter
2) Buyer 2: Basic Analysis
3) Buyer 3: Basic Deal Criteria & Letter of Intent
4) Buyer 4: Advanced Analysis
5) Buyer 5: Final Structure & Contract
6) Buyer 6: Acquisition Closing
7) Buyer 7: Post-Acquisition Integrated Business Plan
8) Buyer 8: Periodic Assessment
9) Seller 1: Preparing the Company for Sale
10) Seller 2: Sales Presentation & Documentation Package
11) Seller 3: Buyer Criteria & Search Strategy
12) Seller 4: Buyer Initial Screening & Filter
13) Seller 5: Buyer Basic Analysis
14) Seller 6: Buyer Basic Deal Criteria & Letter of Intent
15) Seller 8: Review Final Structure & Contract

Business Plans

16) Business Plan Reality Check
17) Business Plan, Full Analysis

Communications

18) Brand Strategy
19) Internal Communications Assessment

Competitive Intelligence

20) Competitive Intelligence Program Assessment

Corporate Engineering

21) Corporate Partnering Assessment
22) Joint Venture Assessment
23) Strategic Alliance Assessment

Cultural Due Diligence

24) Corporate Culture Assessment
25) Organizational Scan

Enterprise Architecture

26) Are You Aware of the Benefits of Enterprise Architecture?

Entrepreneurs

27) Prospective Investor, Analysis
28) Prospective Investor, Reality Check

Escheatment / Unclaimed Property

29) Corporate Escheatment Assessment
30) Escheatment Procedures Analysis
31) Escheatment Scan

Financial

32) Activity Based Accounting
33) Financial History Review
34) Financial Projections Review
35) Financial Reality Check
36) Flexible Budgeting
37) Pre-Commercial Debt Assessment
38) Pre-Equity Investment Assessment
39) Pro Forma Financial Planning Analysis
40) Wealth and Legacy Preservation

Human Resources
41) HR Audit

Information Intelligence
42) Acquisition's Executives & Managers Assessment
43) Executive Assessment
44) Prospective Board Director Assessment
45) Technology Licensee Assessment

Intellectual Property
46) Intellectual Property Assessment
47) Intellectual Property Security Review

International
48) Large Project Risk Analysis

Investors
49) Prospective Investment, Analysis
50) Prospective Investment, Reality Check

Legal
51) Legal Issues and Compliance

Management
52) Executive Assessment
53) Growth Planning Analysis
54) Human Resources Analysis
55) Management Communications
56) Management Reality Check
57) Management Style and Vision Inventory
58) Management Styles Analysis
59) World Class Management
60) World Class Operations

Marketing
61) Competition Analysis for a Company
62) Competition Analysis for a Product or a Service
63) Customer Satisfaction Survey
64) Distribution Study
65) Market Analysis for a Product or Service
66) Market Planning
67) Marketing Profitability Analysis

68) Sales Forecast Analysis
69) Sales Management Analysis
70) Strategic Marketing Assessment

Operations
71) Creative Operations Assessment
72) Engineering Resources Assessment
73) Manufacturing Operations Assessment
74) Operational Reality Check
75) Productivity Assessment
76) Service Center Operations Assessment
77) Supplier Satisfaction Survey

Planning
78) Are You Prepared for Strategic Planning?
79) Corporate Reality Check
80) Market Forecasting
81) Product Forecasting Assessment
82) Project Management
83) Strategic Planning
84) Tactical Planning

Products / Services
85) Product Assessment
86) Product Planning
87) New Product Idea Survey

Quality
88) Implementing Quality-Related Systems
89) Planning for Quality
90) Quality Dynamics
91) Quality Improvement
92) Quality Performance Review
93) Quality System Reality Check

Ratings
94) Annual Note
95) Bankers' Acceptance
96) Commercial Paper (discounted, unsecured promissory note)
97) Currency-Denominated Note
98) Discount Note
99) Fixed Note
100) Forfaiting
101) Forward Contract (also known as Futures Contract)
102) Insurance Instrument (credit insurance from private insurers or from EXIM)
103) Offering – Domestic
104) Offering – International
105) Options
106) Project – Domestic
107) Project – International
108) Repurchase Agreement
109) Sovereign Guaranty

110) Sovereign Note
111) Term Bonds
112) Variable-Rate Note
113) Warrant

Real Estate
114) 1031 Tax Exchanges
115) Architectural Specification
116) Build-To-Suit Primer
117) Comparative (Multiple Building) Analysis
118) Development Feasibility Analysis
119) Facilities Analysis
120) Facilities Planning and Budgeting
121) Financial Consultations – Analyzing Buyer's Financing Needs
122) Financial Consultations – Analyzing Seller's Financing Needs
123) Financial Consultations – Determining If It Makes Sense To Purchase a New Property
124) Financial Consultations – Determining If It Makes Sense To Sell a Property
125) Lease Administration
126) Lease Analysis
127) Lease vs. Own Analysis
128) Location Analysis
129) Negotiations - Intermediary in a Transaction
130) Occupancy Cost/Cash Flow Analysis
131) Portfolio Administration
132) Portfolio Analysis
133) Real Estate Acquisition Analysis
134) Relocation Management

Risk
135) Risk Assessment

Securities and Exchange Commission (US SEC)
136) Sarbanes-Oxley Act: Corporate Compliance Assessment
137) CARE (TM): Compliance & Regulatory Enterprise Engine: Corporate Compliance Assessment
138) CARE (TM): Compliance & Regulatory Enterprise Engine: Corporate Foundations Assessment
139) FACT (TM): Fact Assessment and Compliance Technology: Advanced Assessment
140) FACT (TM): Fact Assessment and Compliance Technology: Basic Assessment

Security and Safety
141) Business Continuity Plan / Disaster Recovery Plan Assessment
142) Corporate Fraud Vulnerability Assessment
143) Corporate Terrorism Vulnerability Assessment

Software
144) Corporate Software Assessment
145) Documentation
146) Information Technology Utilization
147) Maintainability
148) Software Development Planning
149) Software Process Audit
150) Software Reusability Assessment
151) Software Stress Testing

152) Testability

Technology

153) Technology Licensing Assessment
154) Technology Licensing Contract Assessment

Venture Capital

155) Venture Capital 1: Initial Screening and Filter
156) Venture Capital 2: Basic Analysis
157) Venture Capital 3: Basic Deal Criteria & Letter of Intent
158) Venture Capital 4: Advanced Analysis
159) Venture Capital 5: Final Structure & Contract
160) Venture Capital 6: Investment & Closing

```
<html><head>
        <title>DUE.COM . Sales</title>
        <cfinclude template="../../inc/_head.cfm"><cf__title page="main">

<h3>Due.Com, Inc.<br>
Business Plan Reality Check - Domestic U.S.</h3>
<h4>Form, Step 1 of 4</h4>

The following information is required by Due.Com, Inc. (Due.Com) for a Business Plan Reality Check. Please
answer the questions on this form as completely as possible. All information must be sent us via the Intelligent
Due Diligence™ (IDD) system. If you do not have some of the required information in electronic form,
indicated by xx, you may send us the hardcopy and we will input the data at a cost of $xx.xx per page, which
must be pre-paid and accompany the hardcopy submissions.<p>

All information provided is considered confidential by Due.Com and will be held by Due.Com in the strictest
confidence. The information provided will not be disclosed to anyone outside of Due.Com without the express
permission of you, the client.<p>

<b><i>
NOTE: This form is for domestic U.S. companies with no foreign operations.
For international firms, please request the BPRC - International
For U.S.-based firms with foreign operations, please request the BPRC - U.S. With Foreign Operations</i></b>
</td></tr></table>

<table><tr><td><img src="../i/a.gif" width=172 height=1 border=0 alt=""></td><td>

<form action=form2.cfm method=post>
<table cellspacing=0><tr valign=top>
        <td colspan=2><font face="arial, helvetica, sans-serif" size=-1>
        For what purpose are you running this reality check?<br>
        <textarea rows=4 cols=60 wrap=virtual name=purpose></textarea></td>
</tr><tr valign=top>
        <td align=right><font face="arial, helvetica, sans-serif" size=-1>Company Name:</td>
        <td><input type=text size=40 name=companyname></td>
</tr><tr valign=top bgcolor=eeeeee>
        <td align=right><font face="arial, helvetica, sans-serif" size=-1>Address:</td>
        <td><input type=text size=40 name=address><br>
                        <input type=text size=40 name=address2</td>
</tr><tr>
        <td align=right><font face="arial, helvetica, sans-serif" size=-1>City:</td>
        <td><input type=text size=12 name=city>
        <font face="arial, helvetica, sans-serif" size=-1>State:</font>
        <input type=text size=3 maxlength=2 name=state>
        <font face="arial, helvetica, sans-serif" size=-1>Zip:</font>
```

```
        <input type=text size=6 maxlength=5 name=zip></td>
</tr><tr bgcolor=eeeeee>
        <td align=right><font face="arial, helvetica, sans-serif" size=-1>Phone:</td>
        <td><input type=text size=13 maxlength=12 name=phone>
                        <font face="arial, helvetica, sans-serif" size=-1>Alt Phone:</font>
                        <input type=text size=13 maxlength=12 name=phone2></td>
</tr><tr>
        <td align=right><font face="arial, helvetica, sans-serif" size=-1>Facsimile:</td>
        <td nowrap><input type=text size=13 maxlength=12 name=fax>
                              <font face="arial, helvetica, sans-serif" size=-1>Email:</font>
                        <input type=text size=20 name=email></td>
</tr><tr>
        <td align=right><font face="arial, helvetica, sans-serif" size=-1>URL:</td>
        <td nowrap><input type=text size=35 name=url></td>
</tr><tr bgcolor=eeeeee>
        <td align=right><font face="arial, helvetica, sans-serif" size=-1>Contact Name:</td>
        <td><input type=text size=40 name=contact></td>
</tr><tr bgcolor=eeeeee>
        <td align=right><font face="arial, helvetica, sans-serif" size=-1>Title:</td>
        <td><input type=text size=15 name=contacttitle>
                        <font face="arial, helvetica, sans-serif" size=-1>Phone:</font>
                        <input type=text size=13 name=contactphone></td>
</tr><tr>
        <td align=right nowrap><font face="arial, helvetica, sans-serif" size=-1>Alt. Contact Name:</td>
        <td><input type=text size=40 name=altcontact></td>
</tr><tr>
        <td align=right><font face="arial, helvetica, sans-serif" size=-1>Title:</td>
        <td><input type=text size=15 name=altcontacttitle>
                        <font face="arial, helvetica, sans-serif" size=-1>Phone:</font>
                        <input type=text size=13 name=altcontactphone></td>
</tr></table>

<p><hr width=80% color=bbbbbb align=left noshade width=1><p>

<table cellspacing=0><tr>
        <td colspan=3><font face="arial, helvetica, sans-serif" size=-1>
                Type of Company (check all that apply):</b></td>
</tr><tr valign=top>
        <td nowrap><font face="arial, helvetica, sans-serif" size=-1>
                <cfquery name=cotypes datasource=due dbtype=odbc
cachedwithin="#CreateTimeSpan(0,7,0,0)#">
                        select  co_type from companytypes order by co_type
                </cfquery>
                <cfoutput query=cotypes>
                        <input type=checkbox class=check name=co_type value=#co_type#> #co_type#<br>
                        <cfif not compare(int(currentrow mod ((recordcount + 3) / 3)),0)>
                                </td><td nowrap><font face="arial, helvetica, sans-serif" size=-1>
                        </cfif>
```

```
                </cfoutput>
                Other:</font> <input type=text size=14 name=co_type>
        </td>
</tr><tr>
        <td colspan=3><font face="arial, helvetica, sans-serif" size=-1>
        What is the primary activity of your company?</font><br>
        <input type=text size=60 name=activity></td>
</tr></table>
<p align=center>
        <cf_submit text=" continue to step 2 ">
</form>

        <cfinclude template="../../inc/_foot.cfm">

<html><head>
        <title>DUE.COM . Sales</title>
        <cfinclude template="../inc/_head.cfm"><cf__title page="due">

<h3>Due.Com, Inc.<br>
Business Plan Reality Check - Domestic U.S.</h3>
<h4>Form, Step 2 of 4</h4>

<b>List all Principals and Managers</b>

<cfif not isDefined("num_principals")>
        <form action=form2.cfm method=post>
                How many principals and managers do you have?<br>
                <input type=text size=3 maxlength=2 name=num_principals>
                <cf_submit text=" continue ">
        </form>

<cfelse>
<form action=form3.cfm method=post>
<cfoutput>
You've indicated that you have <b>#num_principals#</b> principals and managers in your company. To
change that number, click <a href="form2.cfm">here.</a><p>

<cfloop from=1 to=#num_principals# index=i>
<h4><b>#i#.</b></h4>
<table cellspacing=0><tr>
        <td align=right><font face="arial, helvetica, sans-serif" size=-1>Name</td>
        <td><input type=text size=30 name=pr_name#i#></td>
</tr><tr bgcolor=eeeeee>
        <td align=right><font face="arial, helvetica, sans-serif" size=-1>Title</td>
        <td><input type=text size=30 name=pr_title#i#></td>
</tr><tr>
        <td align=right><font face="arial, helvetica, sans-serif" size=-1>Home Address</td>
        <td><input type=text size=30 name=pr_address#i#></td>
```

```
</tr><tr bgcolor=eeeeee>
        <td align=right><font face="arial, helvetica, sans-serif" size=-1>City</td>
        <td><input type=text size=12 name=pr_city#i#>
                        <font face="arial, helvetica, sans-serif" size=-1>State:</font>
                        <input type=text size=3 maxlength=2 name=pr_city#i#>
                        <font face="arial, helvetica, sans-serif" size=-1>Zip:</font>
                        <input type=text size=6 maxlength=5 name=pr_zip#i#></td>
</tr><tr>
        <td align=right><font face="arial, helvetica, sans-serif" size=-1>Tenure with Company:</td>
        <td><input type=text size=30 name=pr_tmure#i#></td>
</tr><tr bgcolor=eeeeee>
        <td colspan=2><font face="arial, helvetica, sans-serif" size=-1>
                Work History and Accomplishments:<br>
                <textarea rows=4 cols=60 wrap=virtual name=pr_work#i#></textarea></td>
</tr></table>
</cfloop>
</cfoutput>

<p align=center>
        <cf_submit text=" continue to step 3 ">
</form>
</cfif>
        <cfinclude template="../inc/_foot.cfm">

<html><head>
        <title>DUE.COM . Sales</title>
        <cfinclude template="../inc/_head.cfm"><cf__title page="due">
<script language=javascript>
function pop(url,width) {
        smaller=window.open(url+'.cfm',"smaller","scrollbars=1,width="+width+",height=280")
        smaller.focus();
}
</script>
<h3>Due.Com, Inc.<br>
Business Plan Reality Check - Domestic U.S.</h3>
<h4>Form, Step 3 of 5</h4>

<b>For any long-answer question on this form, you may be provided with a "Browse" button to upload a
document from your hard drive. You can supply a Microsoft Org chart, PowerPoint document, Flowcharter
document, Microsoft Word file or a text file in any of these boxes.
<!--- DESCRIPTION OF BUSINESS --->
<form action=form4.cfm method=post>
<table width=300><tr>
        <td colspan=2><font face="arial, helvetica, sans-serif" size=-1>
                Please e-send information on all key personnel including Board members, Offices, and executive
management. Send, at minimum, biographies, and full resumes if available.
<p>
Indicate if the business is a:<br>
```

```
    <input type=radio class=check name=bus_condition> new enterprise,<br>
    <input type=radio class=check name=bus_condition> growing and expanding,<br>
    <input type=radio class=check name=bus_condition> mature and stabilized or<br>
    <input type=radio class=check name=bus_condition> other
        <input type=text size=30 name=bus_condition><br>
</td>
</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>Description of business:<br>
                <textarea rows=5 cols=60 wrap=virtual name=bus_description></textarea><br>
                or upload file: <input type=file size=30 name=bus_description_upload></td>
</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Describe current business situation:<br>
                <textarea rows=5 cols=60 wrap=virtual name=current_situation></textarea><br>
                or upload file: <input type=file size=30 name=current_situation_upload></td>
</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>Describe products and/or services:<br>
                <textarea rows=5 cols=60 wrap=virtual name=products></textarea><br>
                or upload file: <input type=file size=30 name=products_upload></td>
</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Describe present and future facilities and equipment:<br>
                <textarea rows=5 cols=60 wrap=virtual name=facilities></textarea><br>
                or upload file: <input type=file size=30 name=facilities_upload></td>
</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Technical Information and Intellectual Property: Describe any intellectual property such as
patents, copyrights, trademarks, know-how, special production processes, etc.:<br>
                <textarea rows=5 cols=60 wrap=virtual name=int_property></textarea><br>
                or upload file: <input type=file size=30 name=int_property_upload></td>
</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>Discuss any key technology trends which may
affect the business:<br>
                <textarea rows=5 cols=60 wrap=virtual name=key_tech_trends></textarea><br>
                or upload file: <input type=file size=30 name=key_tech_trends_upload></td>
</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Describe the marketing program, including market size, geography, research, industry trends,
sales methods, distribution channels, domestic and/or export focus, etc.:<br>
                <textarea rows=5 cols=60 wrap=virtual name=marketing></textarea><br>
                or upload file: <input type=file size=30 name=marketing_upload></td>
</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                International: Indicate any planned international activity and for what markets (export, import,
geography, etc.)<br>
                <textarea rows=5 cols=60 wrap=virtual name=international></textarea><br>
                or upload file: <input type=file size=30 name=international_upload></td>
</tr><tr bgcolor=eeeeee>
```

```
	<td><font face="arial, helvetica, sans-serif" size=-1>
		Competition: Identify the current competitors and give an analysis of projected competition and
industry trends.<br>
		<textarea rows=5 cols=60 wrap=virtual name=competition></textarea><br>
		or upload file: <input type=file size=30 name=competition_upload></td>
</tr><tr>
	<td><font face="arial, helvetica, sans-serif" size=-1>
		Financial Statements: E-send copies of the company's last 5 years annual balance sheets, income
statements and sources and uses of funds statements with supporting line item details and all notes or
explanations. Include the most recent year to date and/or interim financials, together with auditor's reports and
credit reports if available.<br>
		<cfoutput>
		#year(now())#: <input type=file size=30 name=orgchart#year(now())#><br>
		#Evaluate(year(now())-1)#: <input type=file size=30 name=orgchart#Evaluate(year(now())-
1)#><br>
		#Evaluate(year(now())-2)#: <input type=file size=30 name=orgchart#Evaluate(year(now())-
2)#><br>
		#Evaluate(year(now())-3)#: <input type=file size=30 name=orgchart#Evaluate(year(now())-
3)#><br>
		#Evaluate(year(now())-4)#: <input type=file size=30 name=orgchart#Evaluate(year(now())-
4)#><br>

		<p>
		</cfoutput>
	If you don't have this information in electronic format, <a href="javascript:pop('financial',620)">click
here</a> to enter it manually into our system.
</td>

<cfparam name=fin_year default=#Evaluate(year(now())-4)#>

<cfif not compare(fin_year,Evaluate(year(now())+1))>
	<script language=javascript>
		self.close()
	</script>
</cfif>

<html><head>
	<title>Financial Statements form</title>
<script language=javascript>
<!--

function revenue()	{
	with (document.financialform)		{
		if (rev.value && rev_cost.value)
			{ rev_total.value = rev.value-rev_cost.value }
	}
}
```

```
function expenses()    {
        with (document.financialform)        {
                if (expense.value && exp_income.value && exp_deprec.value && exp_other.value)
                        { exp_total.value = exp_income.value-expense.value-exp_deprec.value-exp_other.value
        }
        }
}

function current()      {
        with (document.financialform)        {
                if (current_assets_cash.value && current_assets_accounts.value && current_assets_other.value)
                        { current_assets_total.value = Number(current_assets_cash.value)
                                + Number(current_assets_accounts.value)
                                + Number(current_assets_other.value)        }
        }
}

function longterm()    {
        with (document.financialform)        {
                if (longterm_assets_furniture.value && longterm_assets_other.value &&
longterm_assets_intangible.value)
                        { longterm_assets_total.value = Number(longterm_assets_furniture.value)
                                + Number(longterm_assets_other.value)
                                + Number(longterm_assets_intangible.value)        }
        }
}

function liabilities()    {
        with (document.financialform)        {
                if (liabilities_accounts.value && liabilities_notes.value && liabilities_other.value)
                        { liabilities_total.value = Number(liabilities_accounts.value)
                                + Number(liabilities_notes.value)
                                + Number(liabilities_other.value)     }
        }
}

function equities()      {
        with (document.financialform)        {
                if (equity_common.value && equity_preferred.value && equity_paid.value &&
equity_retained.value)
                        { equity_total.value = Number(equity_common.value)
                                + Number(equity_preferred.value)
                                + Number(equity_paid.value)
                                + Number(equity_retained.value)     }
        }
}
//--></script>
<cfinclude template="../style.cfm">
```

```
<style type="text/css">
body { background-image: none }
</style>
</head>

<body bgcolor=white><font face="arial, helvetica, sans-serif" size=-1>

<cfoutput>
<h3>Financial Statements: #fin_year#</h3>
<form name=financialform action=financial.cfm method=post>

        <table cellspacing=0 cellpadding=4  border=0 width=580><tr>
                <th colspan=5 align=left bgcolor=ff9900><font face="arial, helvetica, sans-serif" size=-1
color=white>Income Statement</th>
        </tr><tr>

                <td rowspan=2 colspan=2> </td>
                <td align=center><font face="arial, helvetica, sans-serif" size=-2>Revenue</td>
                <td align=center><font face="arial, helvetica, sans-serif" size=-2>Cost of goods sold</td>
                <td align=center><font face="arial, helvetica, sans-serif" size=-2>Net Revenue</td>
        </tr><tr>
                <td align=center width=100>$ <input type=text size=5 name=rev onBlur="revenue()"></td>
                <td align=center width=100>$ <input type=text size=5 name=rev_cost
onBlur="revenue()"></td>
                <td align=center width=100>$
                        <input type=text size=5 name=rev_total onBlur="revenue()"></td>
        </tr><tr>
                <td colspan=6><hr width=100% size=1 noshade color=ff9900></td>
        </tr><tr>
                <td align=center><font face="arial, helvetica, sans-serif" size=-2>Operating Expenses</td>
                <td align=center><font face="arial, helvetica, sans-serif" size=-2>Net income before
depreciation and amortization</td>
                <td align=center><font face="arial, helvetica, sans-serif" size=-2>Depreciation and
Amortization</td>
                <td align=center><font face="arial, helvetica, sans-serif" size=-2>Other</td>
                <td align=center><font face="arial, helvetica, sans-serif" size=-2>Net income/loss</td>
        </tr><tr>
                <td align=center width=100>$ <input type=text size=5 name=expense
onBlur="expenses()"></td>
                <td align=center width=100>$ <input type=text size=5 name=exp_income
onBlur="expenses()"></td>
                <td align=center>$ <input type=text size=5 name=exp_deprec onBlur="expenses()"></td>
                <td align=center>$ <input type=text size=5 name=exp_other onBlur="expenses()"></td>
                <td align=center>$ <input type=text size=5 name=exp_total onBlur="expenses()"></td>
        </tr></table>
        <br><br>

        <table cellspacing=0 cellpadding=4 border=0 width=580><tr>
```

```
            <th colspan=5 align=left bgcolor=ff9900><font face="arial, helvetica, sans-serif" size=-1
color=white> Balance Sheet</th>
        </tr><tr>
            <!--- Current assets row --->
            <th colspan=5 align=left>
                <font face="arial, helvetica, sans-serif" size=-1>Current Asserts
                <hr size=1 noshade color=ff9900></th>
        </tr><tr>
            <td width=100 rowspan=2> </td>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Cash</td>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Accounts</td>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Other</td>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Total current assets</td>
        </tr><tr>
            <td align=center>$ <input type=text size=5 name=current_assets_cash
onBlur="current()"></td>
            <td align=center>$ <input type=text size=5 name=current_assets_accounts
onBlur="current()"></td>
            <td align=center>$ <input type=text size=5 name=current_assets_other
onBlur="current()"></td>
            <td align=center>$ <input type=text size=5 name=current_assets_total
onBlur="current()"></td>
        </tr><tr>
            <!--- Long-term assets row --->
            <th colspan=5 align=left bgcolor=eeeeee>
                <font face="arial, helvetica, sans-serif" size=-1>Long-term Asserts
                <hr size=1 noshade color=ff9900></th>
        </tr><tr bgcolor=eeeeee>
            <td width=100 rowspan=2> </td>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Furniture, fixtures &amp;amp; equipment</td>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Other long-term assets</td>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Other intangible assets</td>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Total long-term assets</td>
        </tr><tr bgcolor=eeeeee>
            <td align=center>$ <input type=text size=5 name=longterm_assets_furniture
onBlur="longterm()"></td>
            <td align=center>$ <input type=text size=5 name=longterm_assets_other
onBlur="longterm()"></td>
            <td align=center>$ <input type=text size=5 name=longterm_assets_intangible
onBlur="longterm()"></td>
```

```
            <td align=center>$ <input type=text size=5 name=longterm_assets_total
onBlur="longterm()"></td>
        </tr><tr>
            <!--- Liabilities row --->
            <th colspan=5 align=left>
                <font face="arial, helvetica, sans-serif" size=-1>Liabilities
                <hr size=1 noshade color=ff9900></th>
        </tr><tr>
            <td rowspan=2 width=100> </td>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Accounts Payable</td>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Notes Payable</td>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Other Liabilities</td>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Total Liabilities</td>
        </tr><tr>
            <td align=center>$ <input type=text size=5 name=liabilities_accounts
onBlur="liabilities()"></td>
            <td align=center>$ <input type=text size=5 name=liabilities_notes onBlur="liabilities()"></td>
            <td align=center>$ <input type=text size=5 name=liabilities_other onBlur="liabilities()"></td>
            <td align=center>$ <input type=text size=5 name=liabilities_total onBlur="liabilities()"></td>
        </tr><tr bgcolor=eeeeee>
            <!--- Equity row --->
            <th colspan=5 align=left>
                <font face="arial, helvetica, sans-serif" size=-1>Equity
                <hr size=1 noshade color=ff9900></th>
        </tr><tr bgcolor=eeeeee>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Common Stock</td>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Preferred Stock</td>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Paid In Capital</td>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Retained Earnings</td>
            <td align=center width=100><font face="arial, helvetica, sans-serif" size=-2>
                Total Equity</td>
        </tr><tr bgcolor=eeeeee>
            <td align=center>$ <input type=text size=5 name=equity_common onBlur="equities()"></td>
            <td align=center>$ <input type=text size=5 name=equity_preferred onBlur="equities()"></td>
            <td align=center>$ <input type=text size=5 name=equity_paid onBlur="equities()"></td>
            <td align=center>$ <input type=text size=5 name=equity_retained onBlur="equities()"></td>
            <td align=center>$ <input type=text size=5 name=equity_total onBlur="equities()"></td>
        </tr><tr valign=bottom>
            <td align=right colspan=4><font face="arial, helvetica, sans-serif" size=-1><br>
                <b>Total Liabilities and Equity:</td>
```

```
            <td align=center>$ <input type=text size=5 name=total onBlur="equities()"></td>
        </tr></table>

        <input type=hidden name=fin_year value=#Evaluate(fin_year+1)#>

<b><cfif compare(fin_year,year(now()))>
        Click below to move on to #Evaluate(fin_year+1)#:  
<cfelse>
        Click here when you're done:  
</cfif>
        <cf_submit text=" ok ">
        </b>
</form>
</cfoutput>
</body></html>

</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                List and detail all notes, loans, leases and any other kind of debt or debt contingency.<br>
                <textarea rows=5 cols=60 wrap=virtual name=debt></textarea><br>
                or upload file: <input type=file size=30 name=debt_upload></td>
</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Are there any assets on the balance sheet that are obsolete or not in use?<br>
                <textarea rows=5 cols=60 wrap=virtual name=obsolete_assets></textarea></td>
</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Include all future projections and/or budgets.<br>
                <textarea rows=5 cols=60 wrap=virtual name=projections></textarea><br>
                or upload file: <input type=file size=30 name=projections_upload></td>
</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Has there been within the last five years a letter from the auditors or consultants commenting on
the company's operations? If so, send us copies of all such letters. Include a detailed list of all significant assets
including purchase date, new or used, cost, depreciation method, accumulated depreciation, if applicable.<br>
                <textarea rows=5 cols=60 wrap=virtual name=auditors></textarea><br>
                or upload file: <input type=file size=30 name=auditors_upload></td>
</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Provide organization charts for the company, current and future. You can upload your Microsoft
Org chart, PowerPoint document or Flowcharter doc in the box below.<br></font>
                <input type=file size=30 name=orgchart>
</td>
</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Please indicate the total number of employees: <br>
                <cfoutput><table align=right><tr>
                        <th align=right><font face="arial, helvetica, sans-serif" size=-1>Current</td>
```

```
                <td><input type=text size=5 maxlength=5 name=current_emp></td>
            </tr><tr>
                <th align=right><font face="arial, helvetica, sans-serif" size=-1>
                    Projected: #Evaluate(year(now())+1)#</td>
                <td><input type=text size=5 maxlength=5 name=current_emp></td>
            </tr><tr>
                <th align=right><font face="arial, helvetica, sans-serif" size=-1>
                    #Evaluate(year(now())+2)#</td>
                <td><input type=text size=5 maxlength=5 name=emp_#Evaluate(year(now())+2)#></td>
            </tr><tr>
                <th align=right><font face="arial, helvetica, sans-serif" size=-1>
                    #Evaluate(year(now())+3)#</td>
                <td><input type=text size=5 maxlength=5 name=emp_#Evaluate(year(now())+3)#></td>
            </tr><tr>
                <th align=right><font face="arial, helvetica, sans-serif" size=-1>
                    #Evaluate(year(now())+4)#</td>
                <td><input type=text size=5 maxlength=5 name=emp_#Evaluate(year(now())+4)#></td>
            </tr><tr>
                <th align=right><font face="arial, helvetica, sans-serif" size=-1>
                    #Evaluate(year(now())+5)#</td>
                <td><input type=text size=5 maxlength=5 name=emp_#Evaluate(year(now())+5)#></td>
            </tr></table>
            </cfoutput>
            </td>
</tr><tr bgcolor=eeeeee>
    <td><font face="arial, helvetica, sans-serif" size=-1>
        Provide current and future salaries, bonuses and stock options for all key employees.<br>
        <textarea rows=5 cols=60 wrap=virtual name=salaries></textarea><br>
        or upload file: <input type=file size=30 name=salaries_upload></td>
</tr><tr>
    <td><font face="arial, helvetica, sans-serif" size=-1>
        If the company is seeking an investment or financing please explain the details:<br>
        <textarea rows=5 cols=60 wrap=virtual name=seeking_investment></textarea><br>
        or upload file: <input type=file size=30 name=seeking_upload></td>
</tr><tr bgcolor=eeeeee>
    <td><font face="arial, helvetica, sans-serif" size=-1>
        Provide a detailed application of investment or financing funds, also known as use of proceeds, if
available. <a href="javascript:pop('proceeds',300)">Click here</a> to supply this information.</td>

<cfparam name=fin_year default=#Evaluate(year(now())-4)#>

<cfif not compare(fin_year,Evaluate(year(now())+1))>
    <script language=javascript>
        self.close()
    </script>
</cfif>

<html><head>
```

```
        <title>Use of Proceeds form</title>

<cfinclude template="../style.cfm">
<style type="text/css">
body { background-image: none }
</style>
</head>

<body bgcolor=white><font face="arial, helvetica, sans-serif" size=-1>

<h3>Use of Proceeds</h3>
<form name=financialform action=proceeds.cfm method=post onSubmit="self.close()">

<table><tr>
        <th align=left><font face="arial, helvetica, sans-serif" size=-1>Category</th>
        <th align=left><font face="arial, helvetica, sans-serif" size=-1>$ amount</th>
</tr>
<cfloop from=1 to=10 index=i>
        <cfoutput><tr>
                <td><input type=text size=15 name=cat#i#></td>
                <td align=center><input type=text size=5 name=amt#i#></td>
        </tr></cfoutput>
</cfloop>
</table>

<cf_submit text=" submit ">
</form>
</body></html>

</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                If a stock issue, describe the security or offer to be sold. Indicate what percentage of the
outstanding stock following the offering will be held by those purchasing the offering.<br>
                <textarea rows=5 cols=60 wrap=virtual name=stocks></textarea><br>
                or upload file: <input type=file size=30 name=stocks_upload></td>
</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Has an underwriter agreed to sell the offering? If so, give the name and address of the
underwriter and the terms of underwriting (i.e. percentage commission, firm commitment or best efforts, all or
none underwriting, amount of expense allowance, and warrants, if any). Send all information regarding the
underwriter, including contracts.<br>
                <textarea rows=5 cols=60 wrap=virtual name=underwriter></textarea><br>
                or upload file: <input type=file size=30 name=underwriter_upload></td>
</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Describe all securities sold by the company or offered within the last 2 years, giving the name
and address of each purchaser, a description of the securities sold and amount paid for the security:<br>
                <textarea rows=5 cols=60 wrap=virtual name=securities></textarea><br>
```

```
            or upload file: <input type=file size=30 name=securities_upload></td>
</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>
            Is any officer, director or 5%+ owner a director or officer of any other corporation? If so, give
the name of each person and the name, address and type of business of the corporation with which each person
is affiliated.<br>
            <textarea rows=5 cols=60 wrap=virtual name=affiliated></textarea><br>
            or upload file: <input type=file size=30 name=affiliated_upload></td>
</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
            List and detail all previous and current capital raising activities.<br>
            <textarea rows=5 cols=60 wrap=virtual name=capital_raising></textarea><br>
            or upload file: <input type=file size=30 name=capital_upload></td>
</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>
            What is the form of organization i.e. regular corporation, subchapter S corporation, a limited
liability corporation, a partnership, sole proprietorship, etc?<br>
            <textarea rows=5 cols=60 wrap=virtual name=org_form></textarea><br>
            or upload file: <input type=file size=30 name=org_form_upload></td>


</tr></table>
<p align=center>
        <cf_submit text=" step 4 ">
</form>

        <cfinclude template="../inc/_foot.cfm">

<html><head>
        <title>DUE.COM . Sales</title>
        <cfinclude template="../inc/_head.cfm"><cf__title page="due">
<script language=javascript>
function pop(url,width) {
        smaller=window.open(url+'.cfm',"smaller","scrollbars=1,width="+width+",height=280")
        smaller.focus();
}
</script>
<h3>Due.Com, Inc.<br>
Business Plan Reality Check - Domestic U.S.</h3>
<h4>Form, Step 4 of 5</h4>

<b>For any long-answer question on this form, you may be provided with a "Browse" button to upload a
document from your hard drive. Accepted document types include Microsoft Org charts, PowerPoint
documents, Flowcharter documents, Microsoft Word files or text files.
<!--- MORE LONG-ANSWER QUESTIONS --->
<form action=form5.cfm method=post>
<table width=450><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
```

```
                If a corporation, is the company: <br>
                    <input type=radio class=check name=if_corp value=public> Public<br>
                    <input type=radio class=check name=if_corp value=private> Private<br>
                    <input type=radio class=check name=if_corp value=no selected> Not a
corporation<br>
        </td>
</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                If public, what is the symbol?
                <input type=text size=4 name=public_symbol></td>
</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                If public, who are your market makers?<br>
                <input type=text size=30 name=market_makers></td>
</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Does the company wish to become a public company?
                        <input type=radio class=check name=wish_public value=yes> Yes  
                        <input type=radio class=check name=wish_public value=no selected> No<br>
                If yes, when? <input type=text size=10 name=wish_public_when><br>
                Explain:<br>
                <textarea rows=5 cols=60 wrap=virtual name=wish_public_explain></textarea></td>
</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Is the company incorporated?
                        <input type=radio class=check name=incorporated value=yes> Yes  
                        <input type=radio class=check name=incorporated value=no selected> No<br>
                If yes, when? <input type=text size=10 name=incorporated_where></td>
</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                List the names of all shareholders or owners; indicate the number of shares held by each or the
percentage of interest held if not incorporated.
                <textarea rows=5 cols=60 wrap=virtual name=shareholders></textarea><br>
                or upload file: <input type=file size=30 name=shareholders_upload></td>
</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Are there any options or warrants outstanding?
                <textarea rows=5 cols=60 wrap=virtual name=warrants></textarea><br>
                or upload file: <input type=file size=30 name=warrants_upload></td>
</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Send the Articles of Incorporation, Bylaws, organizational meeting minutes and minutes of all
Board meetings, or equivalents.         <br>
                upload file: <input type=file size=30 name=minutes_upload></td>
</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Please provide detailed information on any parent company, subsidiary or affiliate companies.
                <textarea rows=5 cols=60 wrap=virtual name=parents></textarea><br>
```

```
        or upload file: <input type=file size=30 name=parents_upload></td>
</tr><tr bgcolor=eeeeee>
    <td><font face="arial, helvetica, sans-serif" size=-1>
        Are there any legal suits, arbitration or administrative hearings in progress, pending, anticipated
or threatened? If so, please explain each in detail.
    <textarea rows=5 cols=60 wrap=virtual name=lawsuits></textarea><br>
    or upload file: <input type=file size=30 name=lawsuits_upload></td>
</tr><tr>
    <td><font face="arial, helvetica, sans-serif" size=-1>
        Has the company or any major executive ever had a bankruptcy or judgment?
            <input type=radio class=check name=bankrupt value=yes> Yes  
            <input type=radio class=check name=bankrupt value=no selected> No<br>
        If yes, please provide an explanation:
        <textarea rows=5 cols=60 wrap=virtual name=bankrupt_exp></textarea></td>
</tr><tr bgcolor=eeeeee>
    <td><font face="arial, helvetica, sans-serif" size=-1>
        List and briefly describe all key contracts between the company and any officer, director, 5%+
shareholder or related entity.
    <textarea rows=5 cols=60 wrap=virtual name=key_contracts></textarea><br>
    or upload file: <input type=file size=30 name=key_contracts_upload></td>
</tr><tr>
    <td><font face="arial, helvetica, sans-serif" size=-1>
        Briefly describe all material contracts entered into other than in the ordinary course of the
business. Include dates and time frames.
    <textarea rows=5 cols=60 wrap=virtual name=material_contracts></textarea><br>
    or upload file: <input type=file size=30 name=material_contracts_upload></td>
</tr><tr bgcolor=eeeeee>
    <td><font face="arial, helvetica, sans-serif" size=-1>
        Describe all executive employment contracts, union contracts, profit sharing plans, pension
plans, medical and hospitalization plans, and similar type contracts or arrangements.
    <textarea rows=5 cols=60 wrap=virtual name=employment_contracts></textarea><br>
    or upload file: <input type=file size=30 name=employment_contracts_upload></td>
</tr><tr>
    <td><font face="arial, helvetica, sans-serif" size=-1>
        Send the following documents if available:<br>
    <table><tr>
        <td nowrap rowspan=20>    </td>
        <td><font face="arial, helvetica, sans-serif" size=-1>Feasibility analysis</td>
        <td><input type=file size=20 name=feasibility_upload>
    </tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>Company Brochures</td>
        <td><input type=file size=20 name=brochures_upload>
    </tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>Issued Patents</td>
        <td><input type=file size=20 name=patents_upload>
    </tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>Offering Memorandums</td>
        <td><input type=file size=20 name=offerings_upload>
```

```
	</tr><tr>
		<td><font face="arial, helvetica, sans-serif" size=-1>Marketing Plans</td>
		<td><input type=file size=20 name=marketing_plans_upload>
	</tr><tr>
		<td><font face="arial, helvetica, sans-serif" size=-1>Marketing Studies</td>
		<td><input type=file size=20 name=marketing_studies_upload>
	</tr><tr>
		<td><font face="arial, helvetica, sans-serif" size=-1>Product Literature</td>
		<td><input type=file size=20 name=prod_lit_upload>
	</tr><tr>
		<td><font face="arial, helvetica, sans-serif" size=-1>Pro Formas</td>
		<td><input type=file size=20 name=pro_formas_upload>
	</tr><tr>
		<td><font face="arial, helvetica, sans-serif" size=-1>Property Appraisals</td>
		<td><input type=file size=20 name=prod_appraisals_upload>
	</tr><tr>
		<td><font face="arial, helvetica, sans-serif" size=-1>Independent Reports</td>
		<td><input type=file size=20 name=ind_reports_upload>
	</tr><tr>
		<td><font face="arial, helvetica, sans-serif" size=-1>Plans</td>
		<td><input type=file size=20 name=plans_upload>
	</tr><tr>
		<td><font face="arial, helvetica, sans-serif" size=-1>Specifications</td>
		<td><input type=file size=20 name=specifications_upload>
	</tr><tr>
		<td><font face="arial, helvetica, sans-serif" size=-1>Renderings</td>
		<td><input type=file size=20 name=renderings_upload>
	</tr><tr>
		<td><font face="arial, helvetica, sans-serif" size=-1>Photos</td>
		<td><input type=file size=20 name=photos_upload></td>
	</tr></table>

</tr></table>
<p align=center>
	<cf_submit text=" almost done... ">
</form>

	<cfinclude template="../inc/_foot.cfm">

<html><head>
	<title>DUE.COM . Sales</title>
	<cfinclude template="../inc/_head.cfm"><cf__title page="due">
<script language=javascript>
function pop(url,width) {
	smaller=window.open(url+'.cfm',"smaller","scrollbars=1,width="+width+",height=280")
	smaller.focus();
}
</script>
```

```
<h3>Due.Com, Inc.<br>
Business Plan Reality Check - Domestic U.S.</h3>
<h4>Form, Step 5 of 5</h4>

<b>For any long-answer question on this form, you may be provided with a "Browse" button to upload a document from your hard drive. Accepted document types include Microsoft Org charts, PowerPoint documents, Flowcharter documents, Microsoft Word files or text files.

<!--- Your Opinion --->
<form action=form6.cfm method=post>
<table width=450><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Give us your opinion of the existing business plan:
                <textarea rows=5 cols=60 wrap=virtual name=op_businessplan></textarea><br>
                or upload file: <input type=file size=30 name=op_businessplan_upload></td>
</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Give us your opinion of the professionalism of the organization:
                <textarea rows=5 cols=60 wrap=virtual name=op_professional></textarea><br>
                or upload file: <input type=file size=30 name=op_professional_upload></td>
</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Give us your opinion of the product or service acceptance in the marketplace:
                <textarea rows=5 cols=60 wrap=virtual name=op_product></textarea><br>
                or upload file: <input type=file size=30 name=op_product_upload></td>
</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Give us your opinion of the company weaknesses:
                <textarea rows=5 cols=60 wrap=virtual name=op_weaknesses></textarea><br>
                or upload file: <input type=file size=30 name=op_weaknesses_upload></td>
</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                What is your analysis of the risks in the company?
                <textarea rows=5 cols=60 wrap=virtual name=op_risks></textarea><br>
                or upload file: <input type=file size=30 name=op_risks_upload></td>
</tr><tr bgcolor=eeeeee>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Describe any critical time requirements of the company.
                <textarea rows=5 cols=60 wrap=virtual name=time_reqs></textarea><br>
                or upload file: <input type=file size=30 name=time_reqs_upload></td>
</tr><tr>
        <td><font face="arial, helvetica, sans-serif" size=-1>
                Provide name and telephone number of the Chief Financial Officer.
                <table cellspacing=0 cellpadding=0 border=0><tr>
                        <td><font face="arial, helvetica, sans-serif" size=-1>Name</td>
                        <td>  <input type=text size=30 name=cfo_name></td>
                </tr><tr>
                        <td><font face="arial, helvetica, sans-serif" size=-1>Phone</td>
```

```
                    <td>  <input type=text size=15 name=cfo_phone></td>
                </tr></table>

        </td>
</tr></table>
<p align=center>
        <cf_submit text=" DONE! ">
</form>

        <cfinclude template="../inc/_foot.cfm">

<html><head>
        <title>DUE.COM . Sales</title>
        <cfinclude template="../inc/_head.cfm"><cf__title page="due">
<script language=javascript>
function pop(url,width) {
        smaller=window.open(url+'.cfm',"smaller","scrollbars=1,width="+width+",height=280")
        smaller.focus();
}
</script>
<h3>Due.Com, Inc.<br>
Business Plan Reality Check - Domestic U.S.</h3>
<h4>Confirmation</h4>
```

Complex Emergent Assessment and Bench Marking of Enterprise Analysis
Key Methods and Techniques

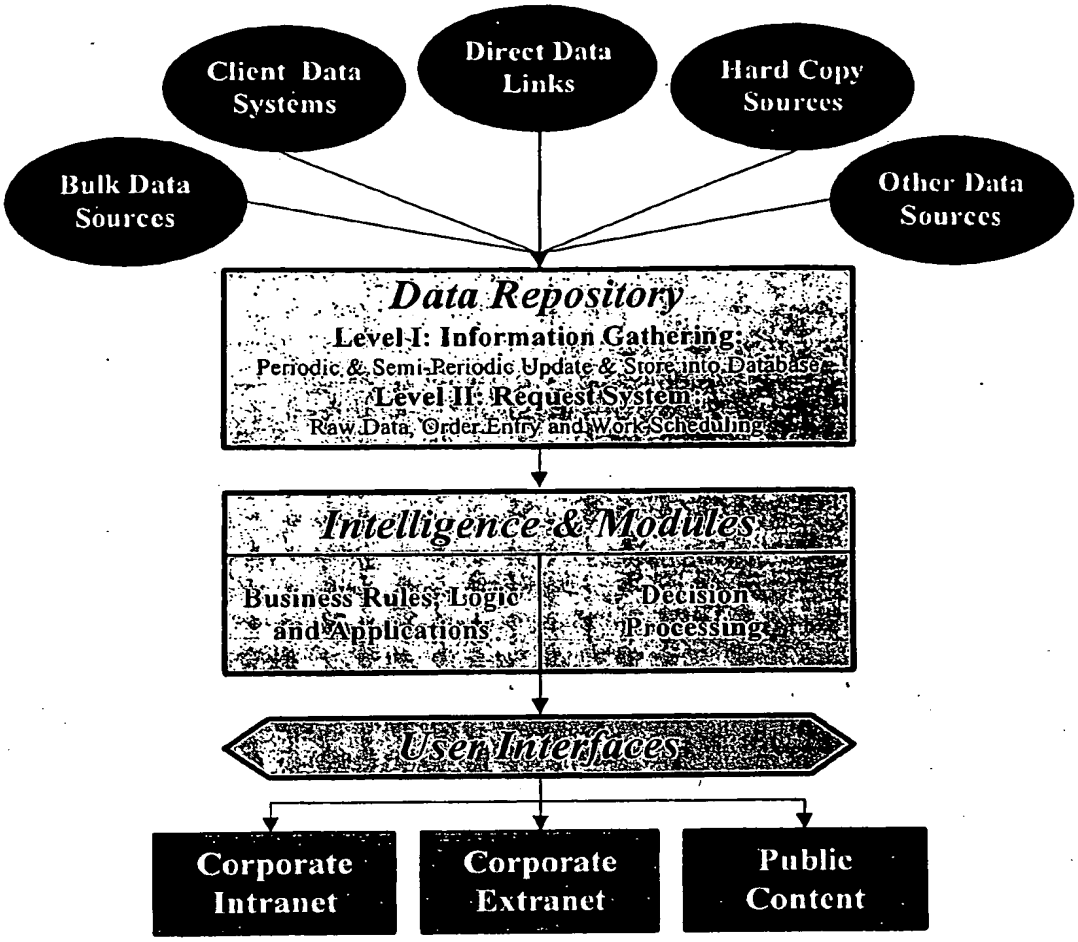
1) Acceptance Sampling
2) Activity Sampling
3) Adaptive Systems
4) Analytical Estimating
5) Attitude Surveying
6) Attribute Sampling
7) Behavior Theory
8) Branch And Bound Technique
9) Break-Even Analysis
10) Catastrophe Theory
11) Cluster Analysis
12) Cognitive Modeling
13) Complex Adaptive Systems
14) Complex Dynamics
15) Complexity Theory
16) Concentration Analysis
17) Conflict Resolution
18) Correlation Analysis
19) Decision Trees
20) Enterprise Modeling
21) Expert Systems
22) Factor Analysis
23) Factor Comparison
24) Feedback
25) Forecasting
26) Fuzzy Sets
27) General Systems Theory
28) Genetic Algorithms
29) Induction
30) Input-Output Analysis
31) Matrix Analysis
32) Morphological Analysis
33) Neural Networks
34) Nonlinear Systems Theory
35) Operation Analysis
36) Operations Research
37) Process Modeling
38) Ranking
39) Rated Activity Sampling
40) Reliability Analysis
41) Sensitivity Analysis
42) Sequential Sampling
43) Significance Testing
44) Simulation
45) Transaction Modeling
46) Variance Analysis

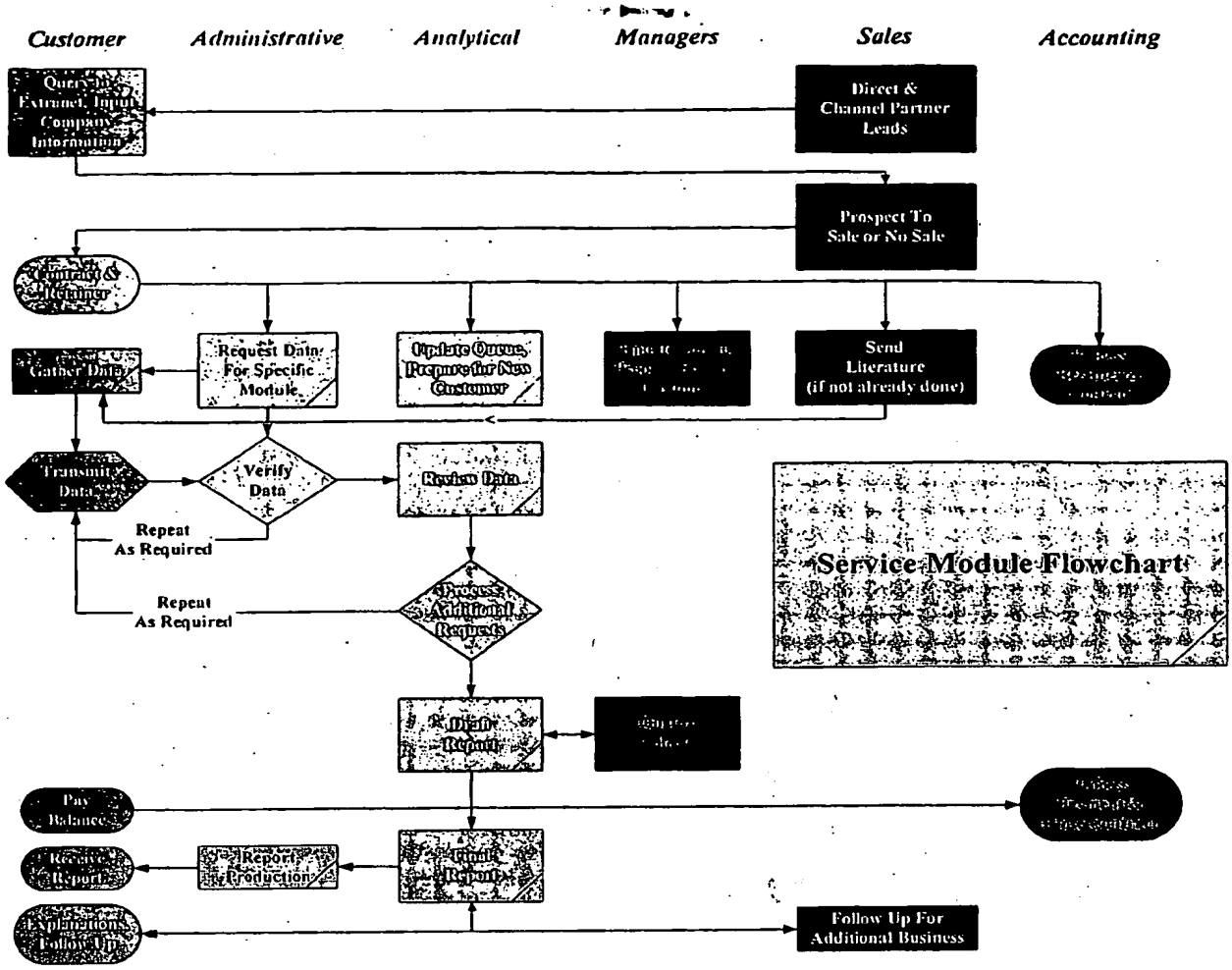
Business Plan Reality Check - Domestic U.S.
Rule Structure

Item	#	Data	EXAMINE: Standard Variable	ActivityType Text, Y/N Multiple, Date	Electronic Required Preferred	HardCopy Ok	Authorization	File Check	CONDITION: Execute	ACTION: Send	Log	Direct Redirect	Graph	Counter	Advic	Feedback	Artificial Intelligence Processing	Log for AutoUpdate Processing	Legend	
Module Name	1	Business Plan Reality Check - Domestic U.S.	V	T	R		C												A	Analyst
Introduction	2	The following information is required by Due.Com, Inc. (	V	T	R		C												B	Business Rules Inclusion
Confidentiality Statement	3	All information provided is considered confidential by Di	S	T	R		C												C	Counter
Introduction Supporting Notes	4	NOTE: This form is for domestic U.S. companies with re	V	T	R		C												CA	Content Analysis
Pointers to Other Modules	5	For international firms, please request the BPRC - Intern	V	T	R		C												CS	Complex Adaptive System Inclusion
	6	For U.S.-based firms with foreign operations, please requ	V	T	R		C												CT	Catastrophe System Inclusion
Purpose	7	For what purpose are you running this reality check?	V	T	R		C		F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CA,CS,DM,EM	x	D	Data
Company Name	8	Company Name	S	T	R		C		F1,E1;F0,Q1,H,	RG	T			C				x	DB	Database
Address	9	Address	S	T	R		C		F1,E1;F0,Q1,H,	RG	T							x	DM	Data Mining System Inclusion
City	10	City	S	T	R		C		F1,E1;F0,Q1,H,	RG	T							x	DT	Direct
State	11	State	S	T	R		C		F1,E1;F0,Q1,H,	RG	T							x	E	Execute
Zip	12	Zip	S	T	R		C		F1,E1;F0,Q1,H,	RG	T							x	EM	Emergent System Inclusion
Phone	13	Phone	S	T	R		C		F1,E1;F0,Q1,H,	RG	T							x	ES	Expert System Inclusion
Alternate Phone	14	Alternate Phone	S	T	R		C		F1,E1;F0,Q1,H,	RG	T							x	F	Field
Facsimile #	15	Facsimile #	S	T	R		C		F1,E1;F0,Q1,H,	RG	T							x	FB	Feedback
E-mail Address	16	E-mail Address	S	T	R		C		F1,E1;F0,Q1,H,	RG	T							x	FC	File Check
Contact Name	17	Contact Name	S	T	R		C		F1,E1;F0,Q1,H,	RG	T							x	G	Graph
Title	18	Title	S	T	R		C		F1,E1;F0,Q1,H,	RG	T							x	GA	Genetic Algorithm System Inclusion
Phone	19	Phone	S	T	R		C		F1,E1;F0,Q1,H,	RG	T							x	H	Hold
Alternate Contact Name	20	Alternate Contact Name	S	T	R		C		F1,E1;F0,Q1,H,	RG	T							x	I	Increment
Title	21	Title	S	T	R		C		F1,E1;F0,Q1,H,	RG	T							x	J	
Phone	22	Phone	S	T	R		C		F1,E1;F0,Q1,H,	RG	T							x	K	
Type of Company (Check All That Apply)	23	see b146	S	M	R		C		F1,E1;F0,Q1,H,	A,RG	DB	DT,102		C	V	FB	B,CA,CS,DM,EM	x	L	Loop
Primary Activity	24	What is the primary activity of the company?	S	T	R		C		F1,E1;F0,Q1,H,	A,RG	DB			C	V	FB	B,CA,CS,DM,EM	x	M	Multiple
Principals and Managers	25	List all Principals and Managers	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	T							x	NN	Neural Network System Inclusion
	26	Name	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	T							x	O	Ok
	27	Title	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB							x	P	Preferred
	28	Home Address	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	T							x	Q	Query
	29	City	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	T							x	R	Required
	30	State	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	T							x	RG	Report Generator
	31	Zip	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	T							x	RT	Redirect
	32	Tenure with Company	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	T							x	S	Standard
	33	Work History and Accomplishments	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB						B,CA,CS,DM,EM	x	T	Text
Principals and Managers (repeat as necessary)	34	(multiple instances)	V	T	R				L25;33,I	A,RG	DB	RT,25		C			B,CA,CS,DM,EM	x	U	
Personnel Data Instructions	35	Please e-send information on all key personnel, including	S	T	P		C	FC	D1,E1;D0,Q1,H,	A,RG	DB							x	V	Variable
Status of Business	36	Indicate if the business is a: new enterprise, growing and	S	M	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB			C	V	FB		x	W	
Description of Business	37	Description of business	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CA,CS, CT,DM,EM,ES	x	X	
Description of Current Business Situation	38	Describe current business situation	V	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CA,CT,DM,EM,ES	x	Y	Yes/No
Description of Products and/or Services	39	Describe products and/or services:	V	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CA,CS, CT,DM,EM,ES	x	Z	
Description of Present and Future Facilities and	40	Describe present and future facilities and equipment:	V	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CA,CT,DM,EM,ES	x		
Description of Technical Information and Intel	41	Technical Information and Intellectual Property: Describe	V	T	R		C	FC	F1,E1;F0,Q2,H,	A,RG	DB				V	FB	B,CA,CT,DM,EM,ES.	x		
Discussion of Key Technology Trends	42	Discuss any key technology trends which may affect the t	V	T	R		C	FC	F1,E1;F0,Q2,H,	A,RG	DB				V	FB	B,CA,CT,DM,EM,ES,GA,NN	x		
Description of the Marketing Program	43	Describe the marketing program, including market size,	V	T	R		C	FC	F1,E1;F0,Q2,H,	A,RG	DB				V	FB	B,CA,CT,DM,EM,ES	x		
Description of any International Activity	44	International: Indicate any planned international activity	V	T	R		C	FC	F1,E1;F0,Q2,H,	A,RG	DB				V	FB	B,CA,CS, CT,DM,EM,ES	x		
Description and Discussion of Competition	45	Competition: Identify the current competitors and give a	V	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CA,CS, CT,DM,EM,ES	x		
Financial Statements	46	Financial Statements: E-send copies of the company's las	S	D	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB	DT,47			V	FB	B,CT,CS,DM,EM,ES,GA,NN	x		
	47	PopUp: Financial Sub-Module	V	D	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB		G		V	FB	B,CT,CS,DM,EM,ES,GA,NN	x		
Debt	48	List and detail all notes, loans, leases and any other kind	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CT,CS,DM,EM,ES,GA,NN	x		
Obsolete Assets	49	Are there any assets on the balance sheet that are obsolet	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CT,CS,DM,EM,ES,GA,NN	x		
Projections	50	Include all future projections and/or budgets.	S	D	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB	DT,51			V	FB	B,CT,CS,DM,EM,ES,GA,NN	x		
	51	PopUp: Projections Sub-Module	V	D	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB		G		V	FB	B,CT,CS,DM,EM,ES,GA,NN	x		
Auditor or Consultant Letters	52	Has there been within the last five years a letter from the	S	T	P	O	C	FC	F1,E1;F0,Q2,H,	A,RG	T				V	FB	B,CT,CS,DM,EM,ES,GA,NN	x		
Organization Charts	53	Provide organization charts for the company, current and	V	D	R	O	C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CT,CS,DM,EM,ES,GA,NN	x		
Current Employees	54	Please indicate the total number of employees: Current	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB			C	V	FB		x		
Future Employees	55	Future	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB			C	V	FB	B,CT,CS,DM,EM,ES	x		
Employee Compensation	56	Provide current and future salaries, bonuses and stock op	V	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	CA,CS, CT,DM,EM,ES,GA,N	x		
Financing Status	57	If the company is seeking an investment or financing ple	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CA,CS, CT,DM,EM,ES	x		
Application of Funds	58	Provide a detailed application of investment or financing	V	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB		G		V	FB	B,CA,CS, CT,DM,EM,ES	x		
Securities Description	59	If a stock issue, describe the security or offer to be sold. I	V	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CT,CS,DM,EM,ES	x		
Underwriter	60	Has an underwriter agreed to sell the offering? If so, give	V	Y	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CT,CS,DM,EM,ES	x		
Prior Securities	61	Describe all securities sold by the company or offered wit	V	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CT,CS,DM,EM,ES	x		
Key Persons Affiliations	62	Is any officer, director or 5%+ owner a director or officer	V	Y,T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CA,CS, CT,DM,EM,ES	x		
Previous and Current Capital Raising Activitie	63	List and detail all previous and current capital raising act	V	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CA,CS, CT,DM,EM,ES	x		
Organization Form	64	What is the form of organization i.e. regular corporation,	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB			C	V	FB	B,CT,CS,DM,EM,ES	x		
Public or Private Status	65	If a corporation, is the company public or private?	S	M	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB		x		
Public Symbol	66	If public, what is the symbol?	S	T	R		C	FC	F1,E1;F0,Q2,H,	A,RG	T				V	FB		x		
Market Makers	67	If public, who are your market makers?	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB			C	V	FB		x		
Public Desire	68	Does the company wish to become a public company?	V	Y	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CT,CS,DM,EM,ES	x		
Public Date	69	If yes, when?	S	T	R		C	FC	F1,E1;F0,Q2,H,	A,RG	DB				V	FB		x		
Incorporation Status	70	Is the company incorporated?	S	Y	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CT,CS,DM,EM,ES	x		
Incorporation Domicile	71	If so where?	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB			C	V	FB	B,CT,CS,DM,EM,ES	x		
Shareholders or Owners	72	List the names of all shareholders or owners. Indicate the	S	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB		G	C	V	FB		x		
Options or Warrants	73	Are there any options or warrants outstanding?	V	Y	R		C	FC	F1,E1;F0,Q2,H,	A,RG	DB		G	C	V	FB	B,CT,CS,DM,EM,ES	x		
Articles of Incorporation, Bylaws, Minutes	74	Send the Articles of Incorporation, Bylaws, organizations	V	D	P	O	C	FC	F1,E1;F0,Q1,H,	A,RG	T				V	FB	B,CA,CS, CT,DM,EM,ES	x		
Parent Company, Subsidiary or Affiliate Comp	75	Please provide detailed information on any parent compa	V	T	R		C	FC	F1,E1;F0,Q2,H,	A,RG	DB				V	FB	B,CT,CS,DM,EM,ES	x		
Legal Actions	76	Are there any legal suits, arbitration or administrative he	S	Y,T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CA,CS, CT,DM,EM,ES	x		
Bankruptcies or Judgments	77	Has the company or any major executive ever had a bank	S	Y	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CA,CS, CT,DM,EM,ES	x		
Explanation of Bankruptcies or Judgments	78	Yes No If yes, please provide explanation.	S	Y,T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CA,CS, CT,DM,EM,ES	x		
Key Company Contracts with Related Entities	79	List and briefly describe all key contracts between the co	V	T	R	O	C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CA,CS, CT,DM,EM,ES	x		
Non Ordinary Material Contracts	80	Briefly describe all material contracts entered into other t	V	T	R	O	C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CA,CS, CT,DM,EM,ES	x		
Executive Employment Contracts, Union Contr	81	Describe all executive employment contracts, union contr	V	T	R	O	C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CA,CS, CT,DM,EM,ES	x		
Document Requests	82	Send the following documents if available: feasibility ana	V	T	P	O	C	FC	F1,E1;F0,Q2,H,	A,RG	T				V	FB		x		
Opinions	83	Give us your opinion of the existing business plan:	V	T	R		C	FC	F1,E1;F0,Q1,H,	A,RG	DB				V	FB	B,CT,CS,DM,EM,ES	x		

	84 Give us your opinion of the professionalism of the organi	V	T	R	C	FC	F1,E1;F0,Q1,H;	A,RG	DB			V	FB	B,CT,CS,DM,EM,ES	x
	85 Give us your opinion of the product or service acceptance	V	T	R	C	FC	F1,E1;F0,Q1,H;	A,RG	DB			V	FB	B,CT,CS,DM,EM,ES	x
	86 Give us your opinion of the company weaknesses:	V	T	R	C	FC	F1,E1;F0,Q1,H;	A,RG	DB			V	FB	B,CT,CS,DM,EM,ES	x
	87 What is your analysis of the risks in the company?	V	T	R	C	FC	F1,E1;F0,Q1,H;	A,RG	DB			V	FB	B,CT,CS,DM,EM,ES	x
Time Factors	88 Describe any critical time requirements of the company.	S	T	R	C	FC	F1,E1;F0,Q1,H;	A,RG	DB		Q	V	FB	B,CT,CS,DM,EM,ES	x
CFO Contact	89 Provide name and telephone number of the Chief Financi	S	T	R	C	FC	F1,E1;F0,Q1,H;	A,RG	T						x
Financial Projections	90 Provide all financial projections material, including detai	V	D	R	C	FC	F1,E1;F0,Q1,H;	A,RG	DB			V	FB		
Information Request	91 Please send the above information to:	S	T		C										
Electronic Request	92 All information should be sent electronically to:	S	T		C										
Email for Electronic Submission	93 (specific e-address for submissions into Doc.Com technic	S	T		C										
Notice of Conversion Charges	94 There will be charges to convert all information to electro	S	T		C										
Doc.com Corporate Name	95 Doc.Com, Inc.	S	T		C										
Doc.com Address	96 1767A Denver West Blvd., Golden CO 80401	S	T		C										
Contact Offer	97 If you have any questions please contact us at:	S	T		C										
Contact Telephone	98 Telephone: (303) 278-6200	S	T		C										
Contact Facsimile	99 Facsimile: (303) 7348	S	T		C										
Contact Email	100 Email: bprc@doc.com	S	T		C										
					C										
Notes	101 (text)				C										
					C										
Type of Company (check all that apply)	102 Accounting Services	S	M	R	C										
	Advertising Services				C										
	Aerospace				C										
	Agriculture				C										
	Air Transportation				C										
	Analyst Services				C										
	Apparel				C										
	Architecture				C										
	Art				C										
	Asset-Backed Securities				C										
	Audit Services				C										
	Automotive				C										
	Broadcasting				C										
	Brokerage				C										
	Building Materials				C										
	Business Brokerage				C										
	Business Machines & Services				C										
	Career Development				C										
	Chemicals				C										
	Commercial Banking				C										
	Commercial Finance				C										
	Commodities				C										
	Computer Software & Services				C										
	Computers & Peripherals				C										
	Construction				C										
	Consulting				C										
	Consumer Products				C										
	Containers & Packaging				C										
	Defense				C										
	Distribution				C										
	Education				C										
	Electrical Equipment				C										
	Electronic Equipment				C										
	Employment Services				C										
	Energy				C										
	Engineering				C										
	Entertainment				C										
	Environmental Engineering				C										
	Food & Beverages				C										
	Forest Products				C										
	Government				C										
	Ground Transportation				C										
	Healthcare				C										
	Hospitality				C										
	Human Resources				C										
	Import/Export				C										
	Instruments				C										
	Insurance				C										
	International Business				C										
	International Trade				C										
	Investigation				C										
	Investment Advisory				C										
	Investment Banking Firm				C										
	Investment Manager				C										
	Investment Services				C										
	Journalism				C										
	Law Enforcement				C										
	Leasing				C										
	Legal Services				C										
	Leisure Time Industries				C										
	Literary				C										
	Machines & Tools				C										
	Management Consulting				C										
	Manufacturer				C										
	Market Research				C										
	Marketing Services				C										
	Medical Products				C										
	Merchant Banking				C										
	Mergers & Acquisitions				C										

- Metals
- Mining
- Music
- Non-Profit
- Office Equipment
- Oil, Gas & Coal
- Paper
- Patents
- Petroleum
- Pharmaceutical
- Plastics
- Private Investing
- Private Lending
- Project Management
- Publishing and Printing
- Real Estate Services
- Recreation
- Research & Development
- Recruiting
- Retail
- Sales Services
- Security
- Semiconductors & Related Components
- Software Development
- Space Vehicles & Transportation
- Sports
- Systems Integration
- Telecommunications
- Textiles
- Toys
- Training
- Trucking & Shipping
- Trust Management
- Utilities & Power
- Venture Capital
- Water Transportation
- Wholesale
- Other


Client Data Systems
Direct Data Links
Hard Copy Sources
Bulk Data Sources
Other Data Sources
Data Repository
Level I: Information Gathering
Periodic & Semi-Periodic Update & Store into Database
Level II: Request System
Raw Data, Order Entry and Work Scheduling
Intelligence & Modules
Business Rules, Logic and Applications
Decision Processing
User Interfaces
Corporate Intranet
Corporate Extranet
Public Content


Customer
Administrative
Analytical
Managers
Sales
Accounting
Direct & Channel Partner Leads
Prospect To Sale or No Sale
Send Literature (if not already done)
Request Data For Specific Module
Update Queue, Prepare for New Customer
Verify Data
Repeat As Required
Repeat As Required
Pay Balance
Report Production
Follow Up For Additional Business
Service Module Flowchart

APPLICATION DATA SHEET

Application Information

Application number::	Not Yet Assigned
Filing Date::	Herewith
Application Type::	Provisional
Subject Matter::	Utility
Title::	COMPLEX EMERGENT ASSESSMENT AND ADAPTIVE BENCH MARKING OF ENTERPRISE ANALYSIS
Attorney Docket Number::	Bacon-1P
Suggested Drawing Figure::	1
Total Drawing Sheets::	
Small Entity?::	Yes

Applicant Information

Applicant Authority Type::	Inventor
Primary Citizenship	
Country::	USA
Status::	Full Capacity
Given Name::	Charles
Middle Name::	F.
Family Name::	Bacon
City of Residence::	Evergreen
State or Providence of Residence::	Colorado
Country of Residence::	USA
Street of mailing address::	1153 Bergen Parkway #271
City of mailing address::	Evergreen
State or Province of mailing address::	Colorado
Country of mailing address::	USA
Postal or Zip Code of mailing address::	80431

Correspondence Information

Correspondence Customer Number::	28286
Phone number::	303-447-7771
Fax Number::	303-447-7800
E-Mail address::	jyoung@faegre.com

Representative Information

Representative Customer Number::	**28286**

PATENT COOPERATION TREATY

From the INTERNATIONAL BUREAU

PCT

NOTIFICATION CONCERNING
SUBMISSION OR TRANSMITTAL
OF PRIORITY DOCUMENT

(PCT Administrative Instructions, Section 411)

To:

FREUND, Samuel, M.
Cochran Freund & Young LLC
3555 Stanford Road
Suite 230
Fort Collins, CO 80525
ETATS-UNIS D'AMERIQUE

Date of mailing *(day/month/year)* 28 February 2005 (28.02.2005)	
Applicant's or agent's file reference DDSC.01WOU1	**IMPORTANT NOTIFICATION**
International application No. PCT/US04/043982	International filing date *(day/month/year)* 30 December 2004 (30.12.2004)
International publication date *(day/month/year)*	Priority date *(day/month/year)* 30 December 2003 (30.12.2003)
Applicant BACON, Charles, F.	

1. By means of this Form, which replaces any previously issued notification concerning submission or transmittal of priority documents, the applicant is hereby notified of the date of receipt by the International Bureau of the priority document(s) relating to all earlier application(s) whose priority is claimed. Unless otherwise indicated by the letters "NR", in the right-hand column or by an asterisk appearing next to a date of receipt, the priority document concerned was submitted or transmitted to the International Bureau in compliance with Rule 17.1(a) or (b).

2. *(If applicable)* The **letters "NR"** appearing in the right-hand column denote **a priority document which, on the date of mailing of this Form, had not yet been received by the International Bureau** under Rule 17.1(a) or (b). Where, under Rule 17.1(a), the priority document must be submitted by the applicant to the receiving Office or the International Bureau, but the applicant fails to submit the priority document within the applicable time limit under that Rule, **the attention of the applicant is directed** to Rule 17.1(c) which provides that no designated Office may disregard the priority claim concerned before giving the applicant an opportunity, upon entry into the national phase, to furnish the priority document within a time limit which is reasonable under the circumstances.

3. *(If applicable)* **An asterisk (*)** appearing next to a date of receipt, in the right-hand column, denotes **a priority document submitted or transmitted to the International Bureau but not in compliance with Rule 17.1(a) or (b)** (the priority document was received after the time limit prescribed in Rule 17.1(a) or the request to prepare and transmit the priority document was submitted to the receiving Office after the applicable time limit under Rule 17.1(b)). Even though the priority document was not furnished in compliance with Rule 17.1(a) or (b), the International Bureau will nevertheless transmit a copy of the document to the designated Offices, for their consideration. In case such a copy is not accepted by the designated Office as the priority document, Rule 17.1(c) provides that no designated Office may disregard the priority claim concerned before giving the applicant an opportunity, upon entry into the national phase, to furnish the priority document within a time limit which is reasonable under the circumstances.

Priority date	Priority application No.	Country or regional Office or PCT receiving Office	Date of receipt of priority document
30 December 2003 (30.12.2003)	60/533,343	US	11 February 2005 (11.02.2005)

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1211 Geneva 20, Switzerland

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